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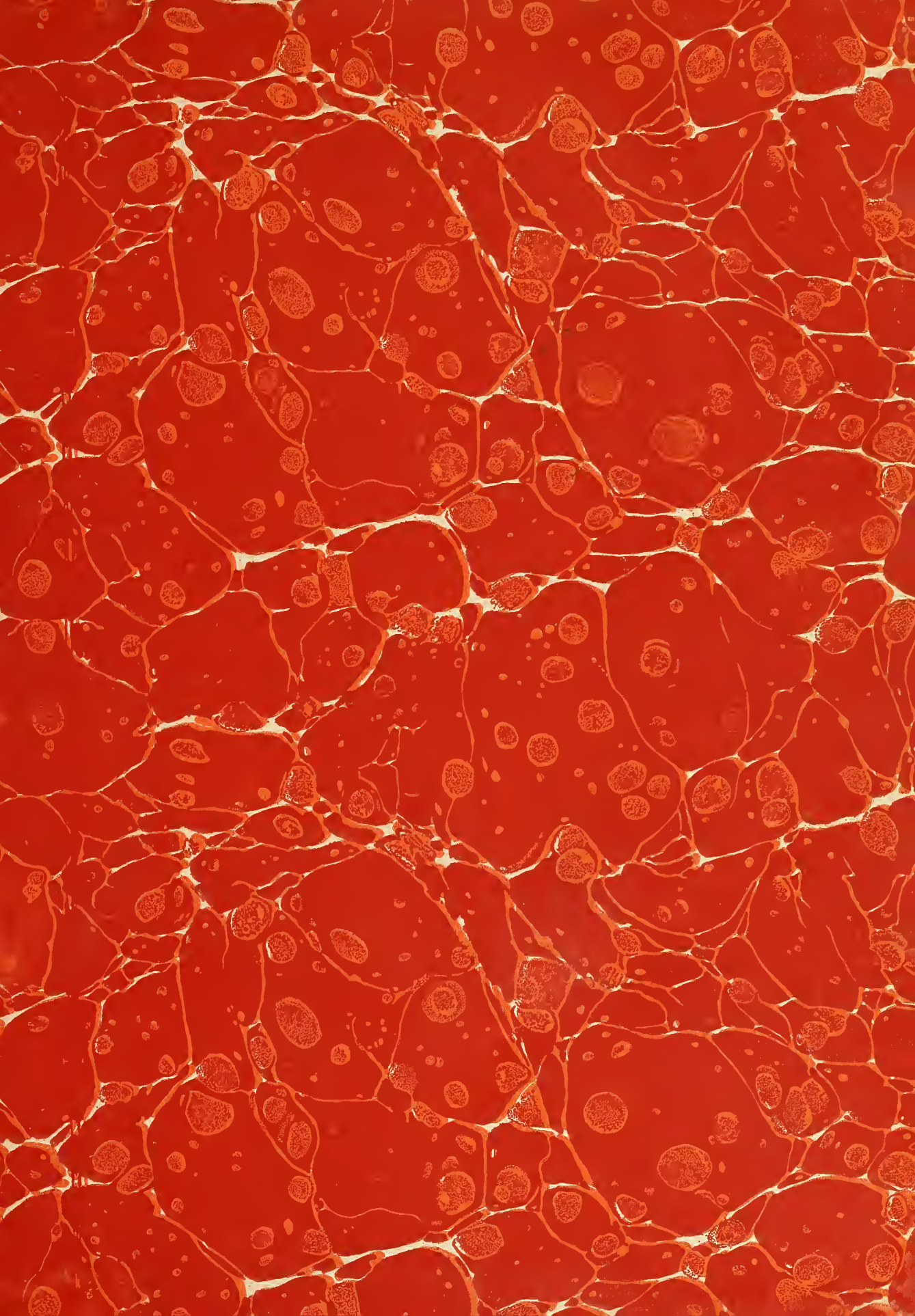
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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES, GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS, AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE, BY THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 14, 1921.

Number 1.

INAUGURATION OF A CLEARING-HOUSE SERVICE.

STATE AND FEDERAL MARKETING ACTIVITIES, of which this is the first number, is being issued in response to specific requests for information relating to marketing work being done by State agencies independently or in cooperation with the Federal Bureau of Markets. The material used in this circular will be furnished by State marketing officials, directors of experiment stations, directors of agricultural extension service, and joint representatives of State and Federal agencies.

It is believed that the type of information which will be of the greatest value to those publicly engaged in marketing work will include statements relative to State legislation concerning the creation and operation of State divisions or bureaus of markets; the starting, conducting and completing of investigations bearing upon marketing problems; the discovery of successful methods of extending marketing information; and personnel information relative to those devoting their time to this work.

In order that the new service may be developed as quickly as possible the Federal Bureau of Markets, for the present, will assume the responsibility of inaugurating it. Beginning with this issue, MARKETING ACTIVITIES will be mimeographed and distributed weekly. The material, suitable for use in the publication, should be forwarded to Mr. Lloyd S. Tenny, Assistant to the Chief, In Charge of the Division of Cooperative Relations, Bureau of Markets, Washington, D. C.

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A new set of grade rules and regulations for apples grown and packed in Wisconsin has been promulgated by the Director of the State Division of Markets under date of February 4, 1921. The new grades which replace those now in use will become effective August 4, 1921. The new grades provide for the following: Wisconsin Fancy, Wisconsin "A", Wisconsin "B", and Ungraded. The regulations provide that every package containing apples shall be marked to show grade, variety, minimum size, name and address of packer and quantity. The regulations also provide, "the apples forming the face or exposed surface of any package shall fairly represent the average of the apples" in the container. Regarding color it is decreed that solid red varieties shall be 75% red for Wisconsin Fancy and 25% red for Wisconsin "A". The percentages for striped or partial red varieties are 50 and 25 respectively and for yellow and green varieties the characteristic color for each variety.

The report of the activities of the Office of Farm Markets, State of Washington, for the two years ending November 1, 1920, was recently issued by Mr. Joseph Passonneau, Director. The report gives the number of cooperative organizations in the State as 275. Of this number 73 are fruit associations, 55 elevators and grain warehouses, 50 rural telephone lines, 46 dairy manufacturing associations, 22 stores and 6 insurance companies. It is estimated that 12,000 farmers belong to the associations. An extensive study has been conducted relative to the importance of "The Condensery as a Market for Washington Milk.". More than 2,000 different listings were made in the "For Sale" and "Wanted" departments of "The Monthly Market Exchange" which was sent to 15,000 farmers. During the period covered by the report there was prepared and issued a directory of breeders of pure bred live stock in the State. Under the heading "Proposed Work" it is indicated that an effort is to be made to assist in the organization of a cooperative fruit selling association on a sufficiently broad and comprehensive basis to satisfy the marketing needs of the fruit industry.

"Pooling, Grading and Marketing Wool in Missouri" is the subject to which the October number of the Monthly Bulletin, published by the Missouri State Board of Agriculture, is devoted. The foreword for this issue is by Jewell Mayes, Secretary, State Board of Agriculture. Among the articles contained in this issue are: "Cooperative Wool Marketing in Missouri" by J. R. Cavanagh, formerly Agent in Marketing in Missouri; "Some Plain Facts about Wool" by W. D. McKee, farmer and sheep raiser, Polo, Missouri; and "Wool Marketing Information" by George T. Willingmyre, Federal Bureau of Markets. There are tables showing the number of pounds of wool of the different grades and classes assembled by 37 of the Missouri wool pools. A list of the wool pool managers is also included.

Mr. K. A. Keithly, recently appointed Agent in Marketing in Virginia, and Mr. J. H. Meek, Director of the Virginia Division of Markets, were in Washington, March 7, elaborating a plan for giving assistance to the live stock and wool producers of Virginia. According to the plan adopted, producers will be advised to organize in districts around shipping points, to incorporate and to bond the managers in Surety Companies. The Agent in Marketing will give demonstrations relative to assembling, grading, weighing, and loading live stock. He will also advise managers relative to approved practices for keeping necessary accounts for live stock shipping associations, and prorating and distributing returns.

Mr. R. W. Moorhouse, Lecturer in Economics, Northwestern University, and formerly a member of the Board of Directors for the Oklahoma State Market Commission, has sent a questionnaire to Directors of Market Bureaus, Commissions and Divisions, requesting of them information concerning the laws and activities of State marketing agencies in the United States. The questions are grouped under thirteen principal headings, under each of which are from two to seventeen questions.

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The Maine Division of Markets is asking for legislation which will authorize it to establish and conduct a shipping point inspection service for fruits, dairy products, and other farm products.

The Marketing Act recently passed by the Arkansas legislature was approved by the Governor on February 14. This act is similar to existing legislation in Texas and California. It provides for the incorporation of non-profit cooperative associations, with or without capital stock, to promote, foster and encourage intelligent and orderly marketing of agricultural products through cooperation, and to eliminate speculation and waste; to make the distribution of agricultural products as direct as can be efficiently done; and to stabilize the marketing of agricultural products.

Five bills have been introduced into the House of Representatives of the Missouri legislature relating to marketing matters. These bills, among other things, provide for an expansion of the State Marketing Bureau; the declaring as public markets of places at which cattle, hogs, sheep, and grain are bought, sold or exchanged; the prohibition of unfair discriminations in the purchase of milk, cream, butterfat, butter, eggs, poultry and grains; that it be legal to organize non-stock, non-profit cooperative associations; and that it be legal to incorporate commodity associations. The appropriation committee of the House has recommended that an appropriation of \$170,000 be made for the work of the State marketing Bureau for the ensuing two years.

Mr. K. A. Keithly, Agent in Marketing in Virginia, recently visited the livestock markets at Baltimore, Md., Philadelphia and Lancaster, Pa., and Jersey City, N. J., and reports that most of the commission firms are willing to handle cooperative livestock shipments. Some of them stated that they would use such forms as Mr. Keithly might suggest for marking shipments and prorating returns, and would recommend the adoption of these forms by the live stock exchanges.

A survey of the warehouse facilities for farm products in Oklahoma is being conducted on a cooperative basis by the State Board of Agriculture and the Federal Bureau of Markets. It is proposed to obtain detailed information as to the location, capacity, and condition of warehouses in the different sections of the State. Mr. H. Stanford Yohe, Investigator in Marketing, is in charge of the work as the joint representative of the cooperating parties.

A demonstration of a cooperative shipment of hogs was held at Monticello, Arkansas, recently, when two cars containing 222 hogs were shipped by 22 cooperators. Mr. T. Roy Reid, Extension Agent in Marketing, assisted the County Agent in making the shipment.

Dr. R. J. McFall, Extension Agent in Marketing in Massachusetts, is writing a bulletin on "Roadside Markets." Three years ago the Extension Service of the Massachusetts Agricultural College issued a bulletin entitled "The Community Market."

MARKETING PLAN OF OREGON GRAIN GROWERS.

The Oregon Cooperative Grain Growers, a non-profit cooperative association, without capital stock, formed under the laws of the State of Oregon for the purpose of encouraging and fostering the business of producing and marketing wheat, for reducing speculation, for stabilizing markets, and for cooperatively and collectively handling the problems of the grain grower, report having obtained signed agreements for approximately one million bushels of wheat.

The plan of marketing adopted by the Association includes the organization of the Grain Growers' Warehousing Corporation, with common and preferred stock. This corporation will store, clean, grade, grind, process, finance, and market the grain of the growers association. The common stock of the corporation is issued to the association and the preferred stock bearing not to exceed eight per cent cumulative dividends, is sold to growers, other persons, firms or corporations. The preferred stock is divided into seven classes, the first six of which are to be retired at the rate of one class each year beginning with June, 1922.

The membership fee for the association is \$1 to which is added an organization fee of \$9. The affairs of the association will be controlled by a board of nine directors, eight of whom will be elected by the members and one appointed by the President of the Oregon Agricultural College. The membership agreement provides that the voting shall be by thirty district delegates. A marketing agreement which is included in the membership agreement, provides that the grower deliver to the association all wheat produced or acquired by or for him during the six years from 1921 to 1926, both inclusive, except wheat for his own seed, for feed or for grinding for the use of his own family. Provision is made for liquidated damages amounting to 25 cents a bushel in case of breach of contract. The association agrees to market wheat of like variety and grade at the best prices obtainable. The membership and marketing agreements become effective if signatures covering 25 per cent of the 1918 production of wheat in Oregon, Washington, Idaho, or 35 per cent of the 1918 production in Oregon, are obtained by March 1, 1922.

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State marketing officials from nearly a dozen States are in Washington this week conferring with the Chief of the Bureau of Markets, division heads, and project leaders relative to the coordination of State and Federal work. Among the subjects being given special consideration are standardization, market news, and cost of marketing studies.

Mr. M. C. Gay, In Charge of Marketing, College of Agriculture, Athens, Georgia, was in Washington March 7 and 8 conferring with Bureau specialists relative to outlining a comprehensive marketing program for Georgia. It is likely that considerable stress will be laid on organization work.

The success of MARKETING ACTIVITIES will depend largely upon the cooperation given by State officials. We will appreciate your sending us regularly such matters of interest as you think will be of value to the workers along marketing lines in the States.

LLOYD S. TENNY.

Assistant to the Chief,
In Charge, Division of Cooperative Relations.

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March 23, 1921.

Number 2.

CONFERENCE OF STATE MARKETING OFFICIALS

The Committee on Relationships of the National Association of State Marketing Officials and a number of the officers and members of the Association met at Washington with the Federal Bureau of Markets, March 14, 15, 16, and 17. The following State Officials were in attendance:

- L. G. Foster, Assistant Director, Division of Markets, Madison, Wisconsin. President, National Association of State Marketing Officials.
- W. A. Munson, Director, State Division of Markets, Boston, Mass. Secretary, National Association of State Marketing Officials.
- Daniel C. Rogers, Agent in Marketing, 107 State Capitol, Jefferson City, Missouri. Treasurer, National Association of State Marketing Officials.
- Alexis L. Clark, Chief, Bureau of Markets, Trenton, New Jersey.
- Harry B. Bamford, Transportation Specialist, Bureau of Markets, Trenton, New Jersey.
- Douglas S. Dilts, Grades and Standards Specialist, Bureau of Markets, Trenton, New Jersey.
- Herschel H. Jones, Director of New York Office of State Division of Foods and Markets, 90 West Broadway, New York City.
- J. C. Gilbert, Acting Director, Bureau of Markets, Harrisburg, Pa.
- P. R. Taylor, Grades and Inspection, Bureau of Markets, Harrisburg, Pennsylvania.
- Thomas D. Phillips, Chief, State Bureau of Markets and Marketing, Columbus, Ohio.
- W. H. Somers, Chief, State Bureau of Markets, Charleston, W. Va.
- Lionel G. Mulholland, Agent in Marketing, State House, Montpelier, Vermont.
- F. B. Bomberger, Specialist in Rural Organizations and Marketing, University of Maryland, College Park, Maryland.
- S. B. Shaw, Extension Pomologist, University of Maryland, College Park, Maryland.

The State Officials were received by the Chief of the Federal Bureau of Markets, Monday morning, March 14. L. G. Foster, President of the National Association, stated that the purpose of the Conference was to work out a plan of cooperation between State and Federal agencies. George Livingston, Chief of the Federal Bureau, expressed the hope that the committee would lay out a broad, general program upon which the details in the case of each State could be founded.

The special subjects covered during the four days of the Conference were: Standardization, Market Reporting, Sales and Consignments, Cost of Marketing, Cooperative Organizations, City Marketing, Warehousing, and Cooperative Relations.

The wool, cotton, and hay laboratories of the Federal Bureau were inspected, also the telegraph room of the Market News Service. The evening of March 15, the State Officials were tendered a banquet at the Cosmos Club. Mr. Livingston of the Federal Bureau acted as toast-master. Responses were made by Henry C. Wallace, Secretary of Agriculture; L. G. Foster, Wisconsin; W. A. Munson, Massachusetts; J. C. Gilbert, Pennsylvania; Herschel H. Jones, New York; Alexis L. Clark, New Jersey; T. D. Phillips, Ohio; L. M. Estabrook, Bureau of Crop Estimates, and E. G. Montgomery, Federal Bureau of Markets.

An exhibition of some of the Department's films relating to marketing was given for the entertainment of the State Officials.

In addition to the regular sessions of the Conference, there were many informal conferences between State Officials and division heads and project leaders of the Federal Bureau.

At the final session of the Conference the subject of cooperative relations was considered and the following statement adopted:

1. It shall be the accepted policy of State and Federal marketing agencies to advise one another as to new work being undertaken, progress being made as regards work under way, and conclusions reached as the result of the completion of work. To this end each marketing agency shall assume the responsibility of making its announcements, reports, and publications available to other marketing agencies.

2. The Federal Bureau of Markets shall establish and maintain a "clearing house" service for the benefit of those publicly engaged in marketing work, whereby information relating to the activities of public marketing agencies shall be received from and distributed to such agencies.

3. So far as practical State and Federal marketing agencies will cooperate on all types of marketing work. Whenever a sovereign State through its legislature or other legal authority has designated any particular agency for the conduct of marketing work within the State, the cooperation of the Federal Bureau so far as that State is concerned shall be with the designated agency.

- (a) All formal cooperation between State and Federal agencies shall be based on written and signed agreements which shall in each case definitely state the object of the work to be undertaken jointly, the method of procedure, and the specific responsibilities to be assumed by each of the cooperators. There shall be separate agreements for each cooperative undertaking.

- (b) Joint employees shall not be used except as the work to be done can not otherwise be satisfactorily conducted.

(c) Material obtained as the result of studies conducted on a cooperative basis shall be the property of the cooperating parties to be issued jointly or independently. If used jointly the cooperative relation shall be shown, if issued independently, there shall be no reference to the joint character of the work.

(d) The services of the Federal Bureau of Markets shall be available to the State agencies in bringing about a coordination of methods, particularly as regards questionnaires for investigations, the purpose of this coordination being to ensure the collection of data that are comparable and can be combined for the purpose of picturing the conditions in the country as a whole.

4. The material resources and equipment of the Federal Bureau of Markets shall so far as practical be available for the use of those publicly engaged in marketing work.

5. The Division of Cooperative Relations of the Federal Bureau of Markets shall be the point of contact for State divisions dealing with the Federal Bureau of Markets.

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A STUDY OF POTATO MARKETING

The plan of work which W. F. Allewelt, Research Agent in Marketing in Colorado is undertaking, has as its aim the investigation of methods and costs of marketing potatoes produced in Colorado, and the ascertaining of the practices which tend toward increased efficiency and the payment of adequate returns to growers and shippers. The study has been divided into five parts, as follows: (1) Harvesting, Handling and Loading Potatoes; (2) Potato Grades and Inspection for Colorado; (3) Potato Storage in Colorado; (4) Methods and Costs of Marketing Colorado Potatoes; and (5) Distribution of Colorado Potatoes. The preliminary work so far makes it apparent that considerable information of importance is available to growers and shippers. It is proposed, upon completion of the investigational work, to prepare a bulletin in cooperation with L. R. Miller, in charge of the Federal Market News Station at Greeley, Colorado. Following is the general outline of the proposed publication: I. Introduction. II. Statistics of Potato Production. III. Movement of the Potato Crop. IV. Potato Storage in Colorado. V. Market Information. VI. Selling by Growers. VII. The Potato Shipper. VIII. Transportation. IX. The Commercial Potato Market. X. Distribution of Potatoes in Consuming Markets. XI. Analysis of Potato Marketing Costs from Grower to Consumer. XII. Possibilities of Extending and Developing the markets for Colorado Potatoes.

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A one-day's marketing program is being prepared by C. M. White, Agent in Marketing in Maine, for Friday, April 1, to be held in connection with the Farmers' Week program, which L. S. Merrill, Director of Extension at the University of Maine, Orono, is planning. F. G. Robb, Specialist in Inspection for the Federal Bureau of Markets, expects to be present at this meeting, to describe the United States Inspection Service. According to the tentative program there will be discussions on the following marketing subjects:

"Supplying the Market vs. Price Fixing"; "Are High Freight Rates, Large Crops and Standardization of Grades Related in the Marketing Game"; "United States Potato Inspection Service - Its Methods and Benefits"; "Tentative Plan for a State Inspection Service at Shipping Points - Is It Worth Trying"; "What About Cooperative Purchasing Organizations in Maine - Are You Supporting Them?"; "Maine Wool on the Backs of Maine People." A demonstration of the United States potato grades will also be given.

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A DEMAND FOR MORE INFORMATION.

At the North Atlantic Regional Conference of State Marketing Officials held at Philadelphia, February 25, 1921, a resolution was passed to the effect that "an imperative need for more complete statistical data on both the commercial supply and the demand for the principal farm crops exists, and that the attention of the National Association (of State Marketing Officials) be called to the matter and that through them this need be presented to the United States Bureau of Markets and Crop Estimates."

Another matter of general importance passed upon at this meeting was that of the development of a national program for the guidance of State and Federal marketing men. The chairman of the conference was directed to bring the proposition to the attention of the committee on cooperative relations of the National Association of State Marketing Officials at the meeting of the committee scheduled for Washington, D.C., on March 14, 1921.

Committees were appointed at the Regional Conference to study the following subjects and to make recommendations relative to methods of procedure, namely, "Supervision and Regulation of Commission Dealers;" "Cooperation on a Peach and Apple Market Reporting Service for the Peach and Apple Producing Districts in Pennsylvania, Maryland, Virginia, and West Virginia;" "Enforcement of Grading and Packing Rules for Apples and Peaches," "Tomato Marketing Situation in Maryland, Delaware, and New Jersey."

The North Atlantic Region consists of the States of New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, and West Virginia. The Philadelphia conference was attended by the following State and Federal officials: New York State: H. D. Phillips, Chief, Bureau of Markets and Storage; Pennsylvania: J. C. Gilbert, Acting Director, Bureau of Markets; P. R. Taylor, Grades and Inspection; Achsah Lippincott, Containers and City Marketing; New Jersey: Alexis L. Clark, Chief, Bureau of Markets; Harry B. Bamford, Transportation Specialist; William L. Hundertmark, City Marketing Specialist; Carlton E. Scholl, Educational Publicity Specialist; Douglas S. Dilts, Grades and Standards Specialist; Paul B. Bannetch, Specialist in Dairy Products Marketing; Maryland: F. B. Bomberger, Specialist in Rural Organization and Marketing; Delaware, Wesley Webb, Secretary, State Board of Agriculture; Federal Bureau of Markets, Lloyd S. Tenny, Assistant to Chief, In Charge Division of Cooperative Relations; R. H. Elsworth, Specialist in Market Extension; E. R. Biddle, Inspector of Perishable Foods; Charles M. Harris, Market News Service on Fruits and Vegetables; L. E. Gaylord, Market News Service on Live Stock and Meats.

The purpose of the conference was to discuss marketing problems which have a definite application in two or more of the States of the

North Atlantic group and set in motion plans directed toward cooperative effort for the accomplishment of definite constructive results.

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A survey of the conditions surrounding the sale of garlicky wheat in Maryland is being undertaken on a cooperative basis by the Maryland State College of Agriculture and the Federal Bureau of Markets. It is reported that since the war, buyers have been discounting garlicky wheat at a much higher rate than during the war, which has caused dissatisfaction on the part of producers.

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EXTENSION WORK IN COLORADO.

W. F. Heppel, Extension Agent in Marketing in Colorado, spoke at three important meetings the first week in March. One of the three was the annual meeting of the Colorado Honey Producers' Association, held in Denver. The need of cooperation among the producers, the value of standardization, and how to interpret the honey market reports issued by the Federal Bureau of Markets, were discussed by Mr. Heppel. The second was the meeting of the Beaver Park Farm Bureau. On this occasion, Mr. Heppel explained the present market situation and what the farmer should do to help himself. An interest was shown by the farmers present in the formation of a cooperative purchasing organization. As the district which these farmers represented is comparatively new with no prevailing type of farming, it is not likely that much progress can be made until this community begins to specialize on one or two principal types of farming, and begins to roll farm produce in carlots. The third meeting, held at Welby, was with the cabbage and vegetable growers. The factors essential for successful cooperative effort were stressed, emphasis being placed on the need of loyalty on the part of members and the necessity of the standardization of products to be offered for sale. Attention was called to the opportunity afforded by nearby markets.

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R. G. Hill, Specialist in Preservation of Fruits and Vegetables in Transit and Storage, has been in South Carolina for the past two weeks cooperating with F. L. Harkey, Agent in Marketing, in working among sweet potato shippers of that state. An experimental inspection service was tried out at several shipping points in South Carolina. At Allendale and Appleton, South Carolina, moving pictures of various phases of sweet potato marketing were obtained. The scenes for the photographs include interior and exterior views of potato storage houses and views of men grading potatoes, also scenes showing the shipping of potatoes. These South Carolina pictures will be made a part of the moving picture film being prepared by the United States Department of Agriculture for the purpose of illustrating proper methods of harvesting and marketing sweet potatoes.

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Nine bulletins dealing with different phases of marketing have been issued by the Wisconsin Division of Markets, Madison, Wisconsin. The titles of these are: "Standard Grades for Potatoes" by B. B. Jones; "The Division of Markets and the Public"; "Standard Grades for Honey" by B. B. Jones; "A System of Accounts for Live Stock Shipping Associations"; "A System of Accounts for Cooperative Warehouses", both by C. N. Wilson; "Standard Grades for Cabbage" by B. B. Jones; "Annual Report, 1919-20"; "A System of Accounts for Cheese Factories" by

C. N. Wilson; and "Standard Grades for Apples" by B. B. Jones. The plans of the Division of Markets provide for the issuing of bulletins bi-monthly.

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Lionel G. Mulholland, Agent in Marketing in Vermont, while en route to Washington, D. C., to attend the conference of State Marketing Officials, stopped in New York City for the purpose of investigating the present situation as to the demand for dairy products, especially butter and cheese.

NEW MARKETING LAWS IN OREGON.

Two recently enacted laws in Oregon have a bearing upon the marketing of grain. One act makes it lawful for the United States Department of Agriculture to entertain appeals on grain in intrastate commerce for which Federal standards have been fixed and which has been graded by an inspector licensed by the Secretary of Agriculture of the United States. The Federal appeal-grade-certificate which supersedes the licensed inspector's certificate now will be prima facie evidence in any State court in Oregon of the true grade of the grain. The second law establishes a system of discounts for grain of the lower grades. The enforcement of this act will come under the jurisdiction of the Public Service Commission.

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R. H. Elsworth, of the Division of Cooperative Relations, is on a trip through the far-western States, for the purpose of collecting information relative to the status of extension work. Visits will be made to the Agricultural Colleges in Nebraska, Colorado, New Mexico, Arizona, California, Oregon, Washington, Idaho, Utah and Wyoming.

In those States where the Agricultural Colleges and Federal Bureau of Markets are employing joint representatives, the strong points in the work of the joint representatives will be carefully noted.

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Geo. O. Gatlin, Assistant, Division of Cooperative Relations, left Washington March 16 on a trip to South Carolina and North Carolina. He will spend a few days in each State conferring with State agricultural officials and traveling with the bureau's Agents in Marketing in order to observe the field work which is being done in different sections.

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Paul L. Miller, Extension Agent in Marketing in Minnesota, is planning to spend a week the latter part of March, in the Washington office of the Federal Bureau of Markets conferring with those who are informed regarding the marketing problems which are of interest to Mr. Miller in connection with his work in Minnesota.

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James F. Farmer, formerly Agent in Marketing in New Hampshire, has recently accepted the position of General Manager of the New Hampshire Cooperative Marketing Association, Incorporated. Mr. Farmer's new headquarters will be in Concord, New Hampshire.

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"Fair Prices and Good Wages, How They May Be Attained" is the title of a nine page mimeographed circular recently prepared by Edward Nordman, Director, Wisconsin Division of Markets, Madison, Wisconsin.

The success of ~~MARKETING ACTIVITIES~~⁰ will depend largely upon the cooperation given by State officials. We will appreciate your sending us regularly such matters of interest as you think will be of value to the workers along marketing lines in the States.

LLOYD S. TENNY
Assistant to the Chief.
In Charge, Division of Cooperative Relations.

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March 30, 1921.

Number 3.

FEDERAL SUPERVISION OF PUBLIC STOCK YARDS CEASES

The following is quoted from a memorandum by George Livingston, Chief, Federal Bureau of Markets, under date of March 8, to all licensees operating in or in connection with stockyards under the supervision of the Bureau of Markets of the United States Department of Agriculture:

"On March 3, 1921, the President approved a joint resolution of Congress repealing certain war-time legislation, including the Food Control Act of August 10, 1917, commonly known as the Lever Act. Under the provisions of this Act, proclamations were issued by the President and regulations established providing for the licensing and supervision of persons operating stockyards or handling or dealing in live stock in or in connection with stockyards. In consequence of the passage of the joint resolution above referred to, the licenses of all such persons terminated on March 3, 1921, and the Bureau of Markets of the U. S. Department of Agriculture ceased the supervision work in connection with such licensees. This applies only to operations subsequent to the approval of the joint resolution. All rights and liabilities arising under the law, the proclamations of the President, and the regulations thereunder, before the approval of the joint resolution, continue and may be enforced in the same manner as if the Lever Act had not been repealed."

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Standard grades for apples were adopted by the apple growers in the Ozark District of Arkansas and Missouri at their meeting held at Rogers, Ark., February 19. These grades are for apples shipped in box, barrel, basket, and bulk. The four grades for box apples are: Extra Fancy, Fancy, C. Grade, and Unclassified. Barreled apples will be graded as: Extra Fancy, Ozark No. 1, Ozark No. 2, and Unclassified. Basket apples consist of three grades, Ozark No. 1, Ozark No. 2, and Unclassified. The grades for bulk apples will be known as: Fancy Bulk, No. 1 Bulk, No. 2 Bulk, and Windfall. Marketing men in both Arkansas and Missouri assisted the growers in formulating these grades for their produce. Apple growers in north-western Arkansas, with from 5,000 to 8,000 acres of bearing orchards, took definite steps to form a central association at a meeting held at Rogers, March 12. Between forty and fifty growers, representing seven associations and five shipping points, adopted a plan of organization and operation. Among the objects of the new organization will be the assisting in the formation of local associations throughout the apple growing sections.

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PENNSYLVANIA STANDARD CONTAINERS

Pennsylvania has made a start toward standardizing containers. Each market reporter is supplied with the specifications of these standard containers on sheets which fit the loose leaf note books furnished them. The material is, in part, as follows:

"In accordance with the provisions of the recent law empowering the Pennsylvania Bureau of Markets, in cooperation with the Pennsylvania Bureau of Standards, to establish standard containers for farm products, the following baskets and barrels have been adopted from the United States Standard Container Law and the United States Standard Barrel Law, as standards for Pennsylvania. The 32 quart berry crate and 6 basket crate are not U. S. standards but are the types of crates in general use in Pennsylvania. The rules and regulations pertaining to these standard containers have been issued in Pennsylvania Department of Agriculture General Bulletins Nos. 348, and 350.

1. Climax baskets for grapes and other fruits and vegetables:
2 quarts - 4 quarts - 12 quarts.
2. Baskets for berries, cherries and similar small fruits and vegetables: 1/2 pint berry or till basket; 1 pint berry or till basket; 1 quart berry or till basket.
3. Basket for other fruits and vegetables:
4 quart till basket or carrier.
4. Crates.
 - (a) Six basket crate holding six 4-quart baskets or carriers: Length 22 inches; width, 11 1/4 inches; height, 10 1/2 inches, inside measurements.
 - (b) Thirty-two quart berry crate holding 32 quart berry baskets or 60 pint baskets: Length, 22 inches; width, 11 inches; height, 14 1/2 inches, inside measurements.
5. The United States Standard Barrel and its legal subdivisions, i.e. one-third, one-half, and three-fourths. (Definitions of fruit and vegetable barrel and cranberry barrel are given)

All of these standard containers must have the capacity in terms of dry measure plainly and conspicuously marked on the outside thereof.

Further, all of these standard containers which are covered or closed in such a manner that the package needs to be opened to permit inspection, must have the name and address of the packer plainly and conspicuously marked on the outside thereof."

Any inquiries regarding the standard container work being carried on by the Pennsylvania Bureau of Markets should be addressed to Achsah Lippincott, Bureau of Markets, Harrisburg, Pa.

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At a meeting of the apple growers from the Piedmont Section of Virginia held at Lynchburg, Va., last week, a committee was appointed to prepare uniform grades for apples to be presented to the growers at a meeting scheduled for April 2. H. W. Samson, Specialist in Standardization in the Federal Bureau of Markets, was present at the meeting and discussed standardization and correct packing as essentials in sound marketing methods.

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MISSOURI MARKETING LEGISLATION

The State Legislature in Missouri has enacted a law which consolidates ten boards, departments and activities, heretofore authorized to operate separately, into one new unit to be designated as the Missouri State Department of Agriculture which will be directed by a Commissioner of Agriculture. Another bill, passed by the Legislature, outlines the work of a State Marketing Bureau which will be in charge of a Marketing Commissioner appointed by the Commissioner of Agriculture. The State Marketing Bureau will have authority to (a) investigate the marketing of farm products including costs of production and distribution; (b) advise and assist producers, distributors and consumers; (c) promote effectual and economical methods of marketing; (d) establish, administer, and enforce the standards of grades, weights and measures such as are and may be recommended by the U. S. Department of Agriculture, except as such standards may be otherwise provided by the laws of the State; (2) publish bulletins including names of producers, distributors and consumers; (f) foster, encourage and assist in the organizing and development of cooperative associations to aid in solving problems of marketing farm products; (g) collect and disseminate information concerning supply, demand, prices, conditions and movements of farm products; (h) and to otherwise serve the producer and consumer in the interest of more economical marketing. This new marketing law also licenses and puts under bond on July 1, 1921, all commission merchants dealing in farm products except grain and live stock.

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The Montana State Legislature has passed a number of bills relating to marketing during the session just closed. A Department of Agriculture was created with specific provision for a Bureau of Markets acting under the direction of the Commissioner of Agriculture. A bill requiring that all eggs sold in Montana be candled and graded was passed, its main purpose being to encourage the marketing of fresh eggs. More laws relating to cooperative marketing were enacted during this session than ever before in the history of the State. One is a bill similar to the California statute, providing for the formation of non-stock, non-profit cooperative organizations. The Montana Wheat Growers' Association plans to organize immediately under this act. A bill authorizing voting by delegates and allowing consolidation of cooperative associations was also passed.

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L. M. Rhodes, State Marketing Commissioner for Florida, has written an article entitled, "Marketing Farm Products and the Function of a State Marketing Bureau" which appears in one of the recent issues of The Florida Grower. In this article, Mr. Rhodes has recommended cooperative marketing as the means by which the American farmer can market his produce more efficiently and with reduced expense. In addition to the many activities which State Bureaus of Markets are expected to conduct, Mr. Rhodes states that "the Florida Market Bureau has found markets for over 200 different kinds of products and articles and has furnished bulletins, market papers and information about Florida to people in every State in the Union and to a score of foreign countries. It has increased its operations a hundred fold and its volume of business 2,000 per cent."

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MARKETING WORK IN WISCONSIN.

The report of the Division of Markets, State of Wisconsin, covering the period since the beginning of its operation, September 17, 1919, until December 1, 1920, has recently been issued by the Director, Edward Nordman, Madison, Wisconsin. Among the enterprises started by the Division is the Market News Letter, published semi-monthly. This furnishes news service to producers, dealers, and consumers. Standard grades for potatoes, cabbage, and honey were established during the period covered by the report and these are enforced by State inspectors. The potato inspectors covered 327 towns, and the honey inspection extended to 49 cities. Uniform systems of accounts for cooperative live stock shipping companies, and for cooperative warehouses have been established. Aid was given shippers in the matter of obtaining better transportation service; and direct assistance was given to a large number of the cooperative marketing agencies in the State. The Division assisted the College of Agriculture and the United States Department of Agriculture in its study of the cost of producing milk in Wisconsin. Several investigations were also conducted by the Division, among which were: a study of the cost of distributing milk in Milwaukee; an investigation of three representative potato warehousing companies to determine the prices, profits and monopolistic conditions; and a study of the retailing of groceries and meats in the city of Madison. The Market Exchange conducted by the Division has been instrumental in assisting in the marketing of apples, beans, cabbage, onions, potatoes, and sugar, to the value of \$432,160.

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"Preparation of Kansas Wool for Market" is the subject of Circular No. 19, issued by the Division of Extension of the Kansas State Agricultural College, Manhattan, Kansas. This publication sets forth some of the reasons for unsatisfactory prices and gives some practical precautions for the producer to observe in preparing his fleeces for market. The Kansas market grades are divided into two classes according to the length of fibre or staple. Fibres less than two and one-half inches in length are included in the clothing class and those over two and one-half inches in length are included in the combing class. The classes are subdivided into grades as follows: Combing Class: fine and fine medium staple, one-half blood staple, three-eighths blood staple, one-fourth blood staple, low one-fourth blood staple, and braid; Clothing Class: fine and fine medium, one-fourth blood, and medium clothing.

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Ralph Loomis, Extension Agent in Marketing in Missouri, reports that the associations in Calloway County, Missouri, are the first in the State to ship horses and mules cooperatively. One consignor received \$142.60 for a mule for which he had been offered \$75 on the local market. Another farmer received \$410 for a span of mules for which he had been offered \$300 at home. The shipping expense was less than \$9 a head.

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W. L. Wanlass, Research Agent in Marketing in Utah, recently spoke before the Horticultural Section of the Utah Farm Bureau upon the subject "Efficiency in Marketing."

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The seventy-fourth General Assembly of South Carolina recently enacted a law providing for the establishment of standard containers, grades and State brands for fresh fruits and vegetables, and providing also for a State inspection service. The Division of Markets of the State Extension Service is charged with the execution of the provisions of this act. There was also enacted a law which provides for the regulation of the storage, grading and marketing of cotton and other non-perishable farm products. This law will be administered by a State Warehouse Commissioner.

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The Wenatchee District Cooperative Association, a non-stock organization composed entirely of fruit growers, has recently been organized with the assistance of Joseph Passonneau, Director of the Office of Farm Markets. At the present time approximately 4,200 cars of apples and about 800 cars of other fruit have been pledged for sale through the association. This tonnage gives the association a prominent place among the large deciduous fruit associations in the United States. The association plans to sell its own fruit.

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The Agricultural Appropriation Bill for the United States Department of Agriculture, recently passed by Congress, carries a total of \$3,004,444 for the Bureau of Markets and Crop Estimates. This is an increase of \$147,079 over that appropriated for the present fiscal year for the Bureau of Markets and the Bureau of Crop Estimates. Of the total amount appropriated, \$776,254 is for regulatory work and \$865,160 is for service work. The new appropriation becomes available July 1.

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A newly enacted law in Nebraska provides that each precinct assessor, in addition to listing, valuing, and assessing all taxable property in his district, "shall also enroll the names of each person occupied in farming together with total acreage and acreage of crops planted and to be planted on land farmed or operated by such person; the number and kind of animals thereon and other agricultural resources....."

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George B. Terrell is the new Commissioner of Agriculture in Texas. F. W. Davis, the former Commissioner, will become General Organizer of the Farmers' Collective Bargaining Association, an independent farmers' organization recently chartered under the laws of Texas. Mr. Davis' headquarters will be in Austin.

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Beginning April 1, the marketing work, now being conducted by the State College of Washington, Pullman, will be transferred to the Department of Agriculture, at Olympia. F. H. Gloyd, who has succeeded E. F. Benson as Commissioner of Agriculture, will superintend the marketing work.

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Daniel C. Rogers, Agent in Marketing in Missouri, is planning to spend a week, during the month of April, in the office of the Federal Grain Supervisor in Kansas City, in order to study the methods employed in grain grading, and to familiarize himself with the official grades for grain.

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"Cooperative Marketing" is the title of a bulletin issued recently by the Extension Service of the Montana State College of Agriculture and Mechanic Arts, Bozeman, Montana. This bulletin, which was prepared by John F. Ware, Extension Agent in Marketing, Montana, contains a brief description of the present marketing system, a short history of the growth of the various cooperative movements in the State, and suggestions relative to the organization and successful management of cooperative enterprises. There are numerous illustrations of successful cooperative creameries, elevators, and warehouses in the State, with a short history of each. A novel feature of the bulletin is the display method used to emphasize the more important facts presented.

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At the conclusion of an experiment made in Russellville, Arkansas, in the feeding of 34 head of steers to be sent to the St. Louis market, Turner Wright, Agent in Marketing, and T. Roy Reid, Extension Agent in Marketing in Arkansas, gave a demonstration in the grading of live stock, using the tentative grades suggested by the Federal Bureau of Markets. The experiment in feeding and the grading demonstration were made primarily for the benefit of the one hundred men taking vocational training at a school in Russellville. Mr. Wright also talked to the men on the general principles of cooperative marketing and standardization of products, and the marketing of sweet potatoes in Arkansas.

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G. O. Gatlin, Assistant, Division of Cooperative Relations, reports an interesting trip to South Carolina and North Carolina. He spent several days in South Carolina with F. L. Harkey, Agent in Marketing in that State, and R. G. Hill, of the Washington office of the Bureau, who were visiting a number of sweet potato shipping points and conducting demonstrations in grading and loading. In North Carolina he found the State Division of Markets busily engaged in assisting the farmers in organizing State-wide cooperative associations for the marketing of cotton and tobacco.

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The Market Bulletin, published weekly by the State Bureau of Markets at Atlanta, Georgia, contains market quotations for Atlanta, Augusta, Macon, and Savannah, on sixteen commodities. The quotations include those for white and yellow sweet potatoes; field, black-eye and brown-eye peas; hens, roosters, and friers; Georgia cane syrup, and sorghum syrup; "best table" and "cooking" butter; white potatoes, cabbage, eggs, ducks, geese, turkeys, dried apples, peanut hay, pea-vine hay, and shucks.

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"The Relation of Extension Work to Marketing Problems" was the subject of a talk by Hale Tennant, Extension Agent in Marketing in Michigan, at the annual conference of extension workers from the 12 North Central States at Chicago, March 22.

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The success of MARKETING ACTIVITIES will depend largely upon the cooperation given by State officials. We shall appreciate your sending us regularly such matters of interest as you think will be of value to the workers along marketing lines in the States.

LLOYD S. TENNY

Assistant to the Chief,

In Charge, Division of Cooperative Relations.

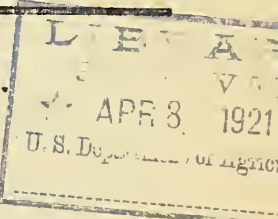
STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES, GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS, AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE, BY THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 6, 1921

Number 4.

COOPERATIVE MARKETING IN NEW YORK STATE



In the January-February number of Foods and Markets, published by the Division of Foods and Markets, Albany, New York, C. R. White, Director of the Bureau of Cooperative Associations, has a full discussion of the development of cooperative marketing in New York State. He points out that at the present time nearly three hundred cooperative associations are actively engaged in marketing and buying supplies. Among those specifically mentioned are the Onondaga County Dairymen's Cooperative Association with its 532 members supplying milk to the city of Syracuse; the Lockport Dairy Association, performing similar services for the people of Lockport; the Federation of Sheep Breeders' Associations handling the wool pool in the State; the Canning Crops Growers' Cooperative Association, whose activities during the past season are estimated to have saved a million dollars; the C. & E. Grape Growers' Association in the Chautauqua District which handled over four million dollars worth of grapes; the Maple Sap Products Association; the Honey Producers; the Potato and Vegetable Growers' Association; and the Central New York Tobacco Growers' Association. Mr. White also discusses the cooperative packing associations being developed in the western New York orchard district. These associations have been federated into a central association known as the Western New York Fruit Growers' Cooperative Packing Association, which sells, under a trade name, approximately 350,000 barrels of apples yearly, of the same grade and pack. The work of the Grange League Federation, commonly known as the G. L. F. Exchange, is described as an agency organized for central purchasing, and doing a business of ten million dollars annually. Lists of the cooperative associations and consumers' organizations in New York State are contained in the magazine.

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The March number of the Alabama Markets Journal and Crop Report, the monthly publication of the State Department of Agriculture, Montgomery, Ala., contains the biennial report of the activities of the Division of Markets and Immigration. In the report F. O. Hooton, Supervisor of the Division, calls attention to the two distinctive features which have been added to the service since the last report was submitted - the Cooperative Crop Reporting Service, inaugurated in July, 1919; and the regular publication of a Weekly Markets and Immigration Letter, the first issue of which appeared early in December, 1919.

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GRADES FOR BRIGHT-LEAF TOBACCO BEING STUDIED

An investigation relative to the marketing of tobacco in North Carolina, South Carolina, Georgia, and Virginia, is being undertaken by the Agricultural Experiment Station of North Carolina and the Federal Bureau of Markets, for the purpose of establishing tentative grades for bright-leaf tobacco. D. H. Mathewson, Crop Technologist of the Federal Bureau of Plant Industry, is making the investigation which marks the beginning of the work of establishing Federal grades for tobacco. At present about fifty private grades are used by the trade in the sale of "bright-leaf" and it is thought that many of these may be changed or eliminated and the number reduced to eight or nine. Mr. Mathewson's salary is being paid by the Bureau of Markets and the expenses incurred in connection with his work will be paid by the State of North Carolina.

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In a recent issue of the Farmers' Market Report, published weekly by the New York Division of Foods and Markets, there is a reproduction of a folder issued by the American Railway Express Co. in their campaign to reduce breakage in the shipping of eggs. The folder, which is entitled "The Right Way to Ship Eggs," will undoubtedly be of interest and value to those in the egg producing and shipping sections of the country. Another publication of interest in this connection is Leaflet No. 1172, entitled, "Handling Eggs for Profit" which has been prepared by the Food Research Laboratory of the U. S. Bureau of Chemistry, 22 Jackson Place, Indianapolis, Ind. It shows how to properly construct an egg case and how to pack eggs in order to reduce breakage to a minimum.

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A conference of tobacco growers from Kentucky, Tennessee, Ohio, Virginia, North Carolina, and South Carolina, was held in Louisville, Ky., March 29. The meeting was called by E. H. Woods, President of the Kentucky Farm Bureau Federation. The conference went on record as endorsing the principles of cooperative marketing, but failed to adopt any one of the several specific plans presented. F. B. Wilkinson, Investigator in Warehousing, was present as a representative of the Federal Bureau of Markets.

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The Wisconsin Division of Markets is assisting the organization of tobacco growers in that State for the purpose of cooperatively marketing their tobacco. It is planned that local growers will own and control warehouses at certain stations. A federation of all tobacco growers into a central sales agency will be effected and the warehouses will be leased from the local growers. The plan also calls for the establishing of State grades in connection with the Federal Bureau of Markets.

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The State of Montana has passed a law relating to marketing work which is rather unusual. The Legislature has authorized any district to bond itself to secure marketing facilities, such as the erection of warehouses or elevators. This law is known as the bond measure, and operates on much the same plan as that by which a school district is bonded, except that it is optional with the farmer whether or not he joins in bonding his land.

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THE APPLE GRADING LAW IN MASSACHUSETTS

W. A. Munson, Director, Division of Markets, Department of Agriculture, Boston, Mass., has prepared a statement regarding the grading of apples in Massachusetts. He states that practically the entire crop in 1920 was put out under the Massachusetts Apple Grading Law and branded "A's" and "B's". General satisfaction is expressed with the Law and a majority of contracts are based on its grades. The average price on early sales for A's and B's together was from \$3.75 to \$4. per barrel, but later the price dropped from 25 cents to 75 cents per barrel. Ungraded apples were disposed of with difficulty, and brought \$2 to \$3 per barrel.

The Division of Markets of the State Department of Agriculture which is charged with the enforcement of the Law, carried on its inspection work at the various shipping stations. The Apple Grading Law was placed on the statute books in 1915 at the request of the Massachusetts Apple Growers, and has done much to standardize and stabilize the apple industry in the State.

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The following table shows the Bureau of Markets' temporary field stations for market news service on fruits and vegetables, and the schedule of market reports.

STATIONS	IN CHARGE	REPORTS	First Bulletin	Probably Will Close
IDAHO FALLS, IDA. 230 Federal Bldg.	H. A. Harris	Potatoes	Sept. 15	Apr. 15
WAUPACA, WIS. Court House	W. H. Mosier	Potatoes	Sept. 21	May 14
HAMMOND, LA.	Lee R. Miller	Berries	Mar. 17	Apr. 23
LAREDO, TEXAS	R. H. Shoemaker	Onions	Mar. 30	May 14

The following stations probably will open on dates indicated:

HASTINGS, FLA.	M. S. Wiggins	Potatoes	Apr. 4	May 14
CHADEBURN, N. C.	Gorrell Shumaker*	Berries	Apr. 5	Apr. 30
JUDSONIA, ARK.	O. D. Miller	Berries	Apr. 15	May 14
HUMBOLDT, TENN	Lee R. Miller	Berries	Apr. 25	May 25
MONETT, MO.	Unassigned	Berries	May 2	May 25

The following stations close on dates indicated:

				<u>Closed</u>
PRESQUE ISLE, ME.	V. D. Callanan	Potatoes	Sept. 14	Mar. 31
SANFORD, FLA.	M. S. Wiggins	Lettuce	Nov. 29	Jan. 29
		Celery	Jan. 17	Mar. 31

*Agent in Marketing.

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The recent Legislature in Idaho abolished the Bureau of Markets as a Bureau of the State Department of Agriculture and transferred the work which the Bureau of Markets was conducting on standardization of farm products to the Bureau of Plant Industry of the State Department of Agriculture. This Bureau will continue to inspect and issue certificates on all cars of fruit, potatoes, and hay, when so requested, under the direct supervision of W. H. Wicks, Director of the Bureau of Plant Industry.

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The personnel of the Nebraska Bureau of Markets and Marketing has been increased by the addition of D. H. Propps, who will direct the publicity work of the Bureau. Mr. Propps is a native of Missouri, graduating in 1913 from the University of Missouri with the degree of B. S. in agriculture. Following graduation he was an instructor in agriculture at the Intermountain Institute at Weiser, Idaho. He then served four years in the extension service and following this field experience spent one and one-half years with the Journal Stockman, Omaha. Mr. Propps took up his new duties March 21. The staff of the Nebraska Bureau now consists of W. C. Andreas, Chief of Bureau; J. E. Fate, In Charge of Statistics; D. H. Propps, In Charge of Publicity.

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The Pennsylvania Bureau of Markets now has market reporters working in nine of the principal markets of the State. Through the hands of these men pass a large quantity of national marketing information furnished by the Federal Bureau of Markets. This information and the local reports, both wholesale and retail, are published in the local daily papers. By this means the Pennsylvania Bureau secures a circulation of from 60,000 to 75,000 reports daily in each district. If the legislature, now in session considering the appropriation bills, gives the Bureau of Markets in Pennsylvania the amount it has requested, the market reporting service can be extended to cover four more markets in the State.

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H. W. Samson, Specialist in Standardization, Federal Bureau of Markets, was in New York City last week conferring with officials of the State Division of Foods and Markets regarding grades for various fruits and vegetables, with special reference to potatoes. The New York State grades for potatoes, as proposed, are those which have been voluntarily adopted by many shippers at the suggestion of the Federal Bureau of Markets, and if made official for New York State will make it compulsory, beginning with the 1921 crop, to ship New York potatoes according to these official U. S. grades or else mark the shipment "ungraded".

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George T. Willingmyre, Specialist in Marketing Wool, Federal Bureau of Markets, is spending the week in southwestern Virginia, assisting J. H. Meek, Director of the Virginia Division of Markets, and K. A. Keithly, Agent in Marketing in that State, in working out a wool marketing program for the coming year. Meetings of wool growers will be held at ten or twelve important points at which meetings Mr. Willingmyre will explain the tentative grades for wool as suggested by the Federal Bureau of Markets, and set forth the best methods of handling this year's wool clip.

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Lloyd S. Tenny, In Charge, Division of Cooperative Relations, went to Albany, New York, last week to confer with the officials of the Division of Foods and Markets regarding a market news service for the State of New York. From Albany he went to Chicago to attend the meetings of the American Farm Bureau Federation, April 4, 5, and 6.

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G. O. GATLIN
Acting in Charge,
Division of Cooperative Relations.

STATE AND FEDERAL MARKETING ACTIVITIES

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April 13, 1921

Number 5.

GRADES FOR PEANUTS TO BE ESTABLISHED

The Federal Bureau of Markets is planning to establish grades for peanuts, and, to this end, investigations are now being made in the South by a representative of the Bureau. The marketing of peanuts is rather complicated, as the farmer sells the crop sometimes through a local merchant or broker to a sheller or cleaner, who in turn prepares the nuts for the wholesaler or manufacturer. Shelled peanuts are sold chiefly to candy manufacturers, salters and makers of peanut butter. Two principal types of peanuts are grown in the United States - the Spanish, used chiefly for the shelled products, and the Virginia, sold for the most part in the shell. Owing to the way in which peanuts are marketed it will be necessary to suggest or promulgate grades for "Farmers' Goods" and "Shelled Goods" on the Spanish type, and grades for cleaned peanuts will also have to be considered on the Virginia type.

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In order to help the wool growers in Missouri to obtain better prices for their wool, D. C. Rogers, Agent in Marketing, is trying to ascertain from the county agents and wool pool managers throughout the State the approximate number of pounds of wool put in the rejected classes last year, because it contained burs, vegetable and other foreign matter. From a tabulation of the pooled wool by grades, as reported in the bulletin, "Pooling, Grading and Marketing Wool in Missouri" recently published by the Missouri State Board of Agriculture, Mr. Rogers calls attention to the fact that 35 per cent. of the wool pooled in Missouri in 1920 fell in the rejected classes, and, from obtainable information, sold from five to ten cents per pound less than the average grade of wool produced. With the idea of correcting this condition, Mr. Rogers is seeking suggestions as to how the producers can better handle the sheep between now and shearing time for the purpose of guaranteeing clean fleeces. The attention of the Missouri farmers will also be directed to the importance of proper handling of the sheep and the fleeces at shearing time and thereafter.

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An act authorizing the Commissioner of Agriculture to provide an inspection service for fruits and vegetables has been established by the Legislature of Maine. An annual appropriation of \$3,000 was provided in order to carry out the provisions of the act.

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Weekly Market Bulletin is the new name for the weekly circular issued by the Bureau of Markets of the New Hampshire Department of Agriculture, Concord, N.H. This Bulletin, which is printed on the writerpress, will be mailed as second-class matter. It takes the place of the mimeographed Weekly Market Letter and monthly Exchange List previously sent out from that office. The first issue of the Weekly Market Bulletin, dated April 6, contains a small exchange list and also gives market quotations for a number of farm products at the Boston market and four New Hampshire markets. Because of the space which will be available for discussing other important marketing matters in addition to the material carried in the past, the officials in charge of the State Bureau of Markets expect that the value of the weekly publication will be increased. The State Bureau officials also hope that the usefulness of the Bulletin may be extended by organizing and putting into operation a reliable crop reporting service, furthering and making more valuable a similar service now being conducted by the Federal Bureau of Crop Estimates.

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In place of the exchange list which in the past was published in connection with the Market News Letter, the official publication of the Wisconsin Division of Markets, Madison, Wis., the Division is publishing a central exchange list made up of all the listings issued or compiled by the county agents in the State. Each month the county agents send copies of their exchange lists to the Division of Markets to be classified and combined into the central list. Articles are listed under the county agent's name and inquiries relative to the articles for sale are made to him direct. The county agent then directs and aids both the buyer and seller in completing the sale. In counties where there are no county agents individual listings of those having articles for sale are printed. The Division plans to restrict the listings largely to live stock, seeds and feeds.

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About seventy-five apple growers, representing over fifty per cent. of the acreage of apples in northeastern Georgia, recently held a meeting at Cornelia, Georgia, for the purpose of forming an organization. F. S. Ruggles, Specialist in Organization, Federal Bureau of Markets, and Elmo Ragsdale, Extension Agent in Marketing in Georgia, assisted the growers in working out the by-laws and growers contract which were adopted at the meeting. The organization, known as the Consolidated Apple Growers Exchange, with ten thousand dollars capital stock, will be operated on a non-profit plan. Patronage dividends will be paid on the basis of the volume of business transacted for each member.

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The Missouri State Board of Agriculture is planning to make quarterly surveys of the live stock in the State which will set forth some comprehensive facts regarding the live stock industry in Missouri. The central idea of the survey is to show farmers and feeders when the bulk of the stock may be expected to reach the market. From this service it is anticipated that better arrangements for more orderly marketing will result. The first survey was started about April 1.

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The annual report of the Maryland Agricultural Society, for 1920, has recently been compiled by the Secretary of the Society, T. B. Symons, College Park, Md. The report covers the proceedings of the annual meeting of the Agricultural Society and the annual meetings of the affiliated associations. A number of articles relating to marketing are contained in the report, among which may be mentioned: Address by J. R. Howard; Address by Gray Silver; "A Resume of Progress in Cooperative Marketing in Maryland," by F. B. Bomberger; "Marketing Tomatoes," by J. E. Patten; "Marketing Milk," by D. G. Harry; "Marketing, the Fundamental Factor in Farm Business," by G. H. Stevenson; "Marketing Program for Maryland;" Address by C. A. Lyman; "Modern Marketing Methods," by J. F. Deegan; "Federal Inspection Service," by W. A. Sherman; "Wastage of Fresh Fruits and Vegetables in Transit and Storage," by F. C. Meier; "The Handling of Surplus Milk and Surplus Plants," by D. L. James; "The Handling and Marketing of Western Cantaloupes," by W. A. Sherman; "The Ohio Plan of Marketing Wool," by J. F. Walker.

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"Agricultural Statistics of Nebraska for the Year 1920" and "A Survey of the Cooperative Associations in Nebraska for the Year 1919" are the respective titles of Bulletins Nos. 107 and 108 recently issued by the Nebraska Bureau of Markets and Marketing, Lincoln, Nebr. Bulletin No. 107, contains many comprehensive tables and maps, showing the distribution of agricultural products and live stock in the State. Comparative figures showing the acreage, total yield, and value of the more important grains and hay, for a period of years, are also included. The last table in the Bulletin gives a summary of the number and value of horses, mules, cattle, hogs, sheep and goats in the State for the period 1880-1920, inclusive. Material for the bulletin on cooperative associations was secured from 520 of the 641 questionnaires sent to managers of cooperative concerns throughout the State, including strictly grain elevators, grain elevators handling other commodities, implement houses, creameries, stores, mills, stock yards, and lumber yards.

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The second biennial report of the Florida State Marketing Bureau, Jacksonville, Fla., covering the period from July 1, 1919, to March 5, 1921, has just been published. It points out that the marketing conditions in Florida are perhaps more varied than those in any other State in the Union because of the greater diversity of perishable food products which must be disposed of rapidly. The Commissioner of Agriculture, submitting the report to the Governor of the State, said, "We average selling a carload of perishables every eight minutes and when we add the staples and live stock to our sales we must get rid of ten carloads every hour in the year, or eight trainloads daily."

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T. Roy Reid, Extension Agent in Marketing, Little Rock, Ark., has been transferred to the Extension Division of the College of Agriculture, located at Fayetteville, Ark., effective April 1. Mr. Reid's headquarters, however, will remain in Little Rock. According to the plan of work mapped out, he will devote considerable time to live stock production work, as well as to live stock marketing.

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Dr. Hector Macpherson, Research Agent in Marketing in Oregon, has been obtaining information relative to the condition in which eggs shipped from the western coast arrive on the New York market. He states that out of 198,900 dozen eggs shipped to New York between August 1 and December 31, 1920, by an association in Oregon, 61-3/4 dozen were broken and short, and 519 dozen damaged by being wet. Through the establishment of better marketing practices, the association reported a loss of only 9-1/2 dozen during the first two months of this year out of a total shipment of 146,280 dozen.

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The North Carolina Legislature, during its recent session, passed several bills in the interest of improving the marketing conditions in the State. One bill provides that five or more persons engaged in the production of agricultural products may form a non-profit, cooperative association, with or without capital stock. Another bill was passed, establishing a cotton warehouse system for the State. The provisions of this cotton warehouse act will be administered by the State Board of Agriculture, which is authorized to appoint a State Warehouse Superintendent.

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The State Legislature in Minnesota has passed a bill authorizing the State Department of Agriculture to standardize accounting prac-

tices for the various types of cooperative organizations in the State, and to furnish to these associations accounting and auditing service. The State Department of Agriculture will probably advocate an accounting system for creameries similar to that proposed by the Federal Bureau of Markets, since a number of the creameries in the State are successfully using the system.

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A circular letter of interest to the wool growers in Arkansas was sent out under date of March 30 by T. Roy Reid, Extension Agent in Marketing in Arkansas. It calls attention to local conditions of the wool market, and suggests that the farmers in the absence of a satisfactory local market can dispose of their wool in one of two ways, either by assembling the wool and consigning it to dealers on the larger markets of the country, or by having the wool manufactured into blankets, yarn or cloth.

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Practically all of the Montana cooperative marketing associations were represented at a meeting held at Lewiston, Montana, called for the purpose of electing delegates to the Chicago meetings of the American Farm Bureau Federation, April 4, 5, and 6. At an informal meeting of these same representatives held afterwards, tentative plans were inaugurated for a central state association of all farmers' agricultural organizations in the State.

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The Utah State Legislature, during its recent session, passed a law creating a State Board of Agriculture of seven members. This Board will take over the work formerly handled by various State Commissions. Alonzo A. Hinckley has been appointed Commissioner of Agriculture.

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G. O. GATLIN,
Acting in Charge,
Division of Cooperative Relations.

STATE AND FEDERAL MARKETING ACTIVITIES

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April 20, 1921.

Number 6.

VIRGINIA WOOL GROWERS ORGANIZE

Wool growers of Virginia recently held meetings at Marion, Pulaski, Wytheville, East Radford, Christiansburg, Manassas, Staunton, and Harrisonburg, and at these meetings expressed a desire for a State-wide marketing organization. George T. Willingmyre, Specialist in Marketing Wool, Federal Bureau of Markets, and J. H. Meek, Director of the Virginia Division of Markets, outlined a wool marketing program for the coming year. The growers were apprised of some of the marketing problems involved in the local pools and the trade problems found in the regular commercial channels. Mr. Willingmyre suggested centralization of their wool at one or more shipping points in the State, and pointed out the desirability of obtaining an expert salesman or manager. He also advised them to secure licenses under the United States Warehouse Act. The growers requested that the Federal Bureau of Markets continue the cooperative wool grading work which was carried on in Virginia last year.

Committees to handle the problems in the counties were appointed at these meetings, and delegates chosen to attend the central meeting of Virginia wool growers held at Roanoke, April 18. These delegates met in the morning and outlined a plan for a State-wide organization which they presented to the wool growers at the afternoon meeting. The plan was accepted and the organization will be known as the Virginia Cooperative Sheep and Wool Growers' Association which will be incorporated under the laws of Virginia.

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Advertising is to play an important part in the selling campaigns conducted by the New Jersey farmers this year, according to a statement made by A. L. Clark, Chief of the New Jersey Bureau of Markets, contained in the April 12 issue of the Philadelphia Public Ledger. In assisting in this "fresh from the farm" campaign, Mr. Clark has directed the attention of the farmers to the advantages of printer's ink and newspaper advertising as one means of solving some of the marketing problems. In some sections of the State the farmers have decided on cooperative advertising to boost the sale of fresh products and to combat profiteering by dealers. Other growers will carry individual display advertisements. Mr. Clark is quoted as saying, "Many growers spend hundreds, often thousands of dollars for fertilizers, equipment, and labor to grow their crops by the most modern methods and have continued to market those crops by the methods of their grandfathers."

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GRAIN MARKETING PLAN OF THE FARMERS' MARKETING COMMITTEE OF SEVENTEEN

The plan of grain marketing recommended by the Committee of Seventeen was adopted practically without change at the ratification conference held in Chicago, April 6-8. A board of twenty-one organizing directors was elected to form the United States Grain Growers, Inc., and put the plan in operation.

The United States Grain Growers, Inc. will be a non-stock, non-profit organization to be incorporated probably under the laws of Delaware. The membership of the organization will be made up of growers exclusively, who will be grouped into local and district units for the purpose of selecting voting delegates to the general meetings. Subsidiary capital stock corporations, controlled by the United States Grain Growers, Inc., are to be organized for the purpose of operating in the various terminal markets and engaging in export trade. It is proposed also to organize a finance corporation to assist in financing the movement of crops.

The plan contemplates the fullest possible use of existing local cooperative elevators, able and willing to meet certain requirements as to cooperative companies to be prescribed by the United States Grain Growers, Inc. These elevators will be asked to contract with the United States Grain Growers, Inc. for the exclusive sale of all grain of members of the latter, and where no existing cooperative elevators are found local grain growers' associations will be formed for the purpose of acquiring or contracting for the use of elevator facilities.

Growers generally may become members of the United States Grain Growers, Inc. upon paying a membership fee of ten dollars and signing a five-year marketing agreement. The marketing agreement will run between the grower and a local cooperative elevator or grain growers' association, which in turn will contract with the United States Grain Growers, Inc. Under the marketing agreement the grower will have open to him several optional methods of marketing: (1) He may sell his grain outright at prevailing market prices, as under the present system; (2) He may have his grain loaded into cars and shipped on direct consignment to the United States Grain Growers, Inc., in which case he will receive the resale price less handling charges; (3) He may have his grain pooled locally with the grain of like kind and grade of his neighbors and the same sold during the year under the direction of a local pooling committee elected by the pool members. This local pooling committee will be given authority to commit pooled grain for sale with grain similarly pooled by other elevators or growers' associations, in which case it will be sold under the sales direction of the United States Grain Growers, Inc., and the grower will receive settlement based upon the average price. Different kinds of grain may be committed to sale under different methods, but in case the grower elects to pool any one kind of grain, as to that particular kind he may not change his method during the five-year contract period. Thus there will be secured a fair trial of the pooling method, which up to this time has been regarded as more or less of an experiment in grain marketing.

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Chester Davis has been appointed Commissioner of the newly created Department of Agriculture in Montana. Mr. Davis was formerly editor of the Montana Farmer.

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FRUIT AND VEGETABLE GROWERS ADOPT RESOLUTIONS AT CHICAGO MEETING

Several of the State Marketing Officials were in attendance at the meeting called by the American Farm Bureau Federation at Chicago, April 5, to discuss the marketing of fruits and vegetables. No specific methods of marketing were discussed at the meeting, but emphasis was laid upon the need of cooperative organization to handle the sales work in fruits and vegetables. By a unanimous vote of the delegates present it was decided to have the President of the Farm Bureau Federation appoint a committee of twenty-one to consider the marketing of fruits and vegetables and to report at a later meeting. Another resolution was passed, reading as follows:

1. Whereas the many States that have apple grading laws and many more will adopt apple grading laws;
2. And whereas the enacting of such laws for other fruits will come about in the near future;
3. And whereas large producing areas are not limited by State lines;
4. And whereas the lack of similarity of State grades and standards as have been and are being adopted will retard the free movement of fruit through the channels of trade;
5. And whereas fixing grades and standards by Legislative enactment has proven unsatisfactory;
6. Be it resolved that we recommend to the several States that laws be enacted empowering the Chief state market official to promulgate grades and standards with power to amend as experience shall prove necessary.
7. Be it resolved further that we advocate the drafting of uniform basic grading rules such as those proposed by the U. S. Bureau of Markets which can be adopted by the States and if individual States desire grades of higher standards, special brands may be adopted.

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Since the inauguration of the shipping point inspection service for fruits and vegetables in California, 4,860 cars of produce have been inspected, according to a statement submitted by F. W. Read, Specialist in Standardization, California State Bureau of Markets, and joint representative of the Federal Bureau of Markets. The statement which covers the nine month period from July, 1920, through March 31, 1921, shows that inspections have been made on apples, cauliflower and broccoli, cabbage, celery, chicory, cranberries, dried grapes, grapes, lettuce, onions, oranges, peaches, pears, potatoes, and tomatoes. Arrangements have just been concluded under which the majority of the shipments of Bermuda onions from the Coachella Valley will be inspected and certified by the California Department of Agriculture. It is anticipated that the movement from this district will total 1,000 cars, if market conditions permit. The onion growers in the Coachella Valley, as a result of two recent meetings held under the auspices of the California Department of Agriculture, have agreed to adopt the United States grades for Bermuda onions for the coming year.

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EXTENSION WORK IN MARKETING IN CALIFORNIA

One of the big pieces of extension work in marketing in California has been the creation of the California Farm Bureau Marketing Association serving seven counties in the vicinity of Fresno. The purpose of the Association is to sell the farmers' hogs at auction. From November 1, 1918, to December 24, 1920, sales to the number of 341 were held. At these 105,733 hogs from 6,540 consignors were sold for \$3,158,190.59. The number of hogs sold represented 1,308 carloads. A large calendar showing dates of sales and places of sales for 1921 has been issued by the Association. No two sales are held on the same day of the week. For instance, the Fresno sales are generally on the first and third Fridays of each month, the Wasco sales are on the first Saturday of each month, and the Bakersfield sales are on the third Saturday of the month. Eight auctioneers serve the Association. It is claimed that the hog raisers have profited in two ways because of the auctions. First, they have learned what types of hogs bring the best prices, and second, they have come nearer getting the Chicago prices for similar grades of hogs than before the organization of the association.

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The bill to reorganize the business of the government of Ohio, as recently passed by the State Senate is reviewed in The Ohio Farmer for April 16. Among the proposed changes is a plan whereby the Department of Agriculture, which practically ever since its origin in 1846 has been under the control of the State board of agriculture, will be under the control of a director of agriculture to be appointed by the governor. There will be a board of agriculture of an advisory nature, however, to consist of ten members as now, but without the authority of the old board. The experiment station, which has always been under a separate board of control, will be transferred to a board consisting of the board of trustees of the Ohio State University and the Director of Agriculture, vested with all the powers and authority of the former board.

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R. C. Potts, in charge of the Division of Dairy and Poultry Products, Federal Bureau of Markets, attended the meeting of the stockholders of the Southern Illinois Milk Producers' Association, held in East St. Louis, April 14. From there he went to Arkansas where he met with some of the milk producers of that State at a conference called by Turner Wright, Agent in Marketing, for April 20, at Carlisle, Arkansas.

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J. C. Gilbert, Acting Director of the Bureau of Markets, Harrisburg, Pa., was in Washington, Tuesday, conferring with officials of the Federal Bureau of Markets relative to the continuance of the market news service in Pennsylvania after July 1.

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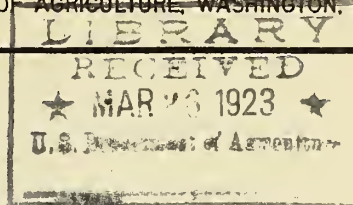
We are informed that three of the more important bills relating to agriculture have passed both houses of the Iowa Assembly. These bills provide for non-profit, non-stock associations, collective bargaining, and warehousing.

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LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES, GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS, AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE, BY THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



April 27, 1921.

Number 7.

A PROBLEM IN COOPERATIVE LIVE STOCK SHIPPING SOLVED

When investigating the status of affairs of a live stock shipping association, W. F. Heppe, Extension Agent in Marketing in Colorado, found that the chief difficulty was the lack of understanding on the part of less-than-carlot shippers regarding the items of expense in shipping live stock to market, such as freight, yardage, feed, selling commission, etc. The shippers being accustomed to receiving cash from local buyers, were not informed regarding the various costs in shipping live stock to the terminal markets. For this reason they felt that the cost of shipping through the association was too great. Consequently some of the members withdrew, which resulted in less volume of business for the association. In order to remedy the difficulty, Mr. Heppe suggested to the manager of the association that the commission firm on the Denver market render a separate statement for each farmer having stock in the car, showing the expenses prorated. The firm sends a check for the entire net returns to the manager, who, upon receipt of the same, deducts his salary and insurance fund and then mails a check to each shipper with the statement of the live stock commission firm attached. Members of the association are apparently satisfied when receiving a statement rendered by the commission firm showing the itemized costs of shipping.

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With a view to instructing men in certain phases of the cotton business, and to teach stapling to those who have been buying cotton for years on grade only, the Texas Agricultural and Mechanical College, College Station, Tex., has announced a course in cotton classing to be given from June 6 to July 15. Instructors familiar with the cotton markets will conduct the class. A number of lectures on subjects closely associated to cotton marketing will also be included in the course. An interesting feature of this summer cotton school will be a cotton mill, operated to show the different processes through which cotton passes in the course of manufacturing, the waste removed, and the effect of varying lengths of staple.

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Utah's 1921 wool clip is now estimated at approximately 15,000,000 pounds. More than half of this will be placed at once in the cooperative wool pool which has been organized by the Utah Wool Growers' Association and Utah State Farm Bureau. (Wall St. Journal, April 19.)

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MICHIGAN REPORTS DIFFICULTY IN MARKETING ONIONS

The marketing of the onion crop is the problem confronting the growers in Michigan, according to an article contained in the April 16 issue of The Michigan Farmer, and steps are being taken to determine what means should be adopted to relieve the situation. Lack of organization and cooperation on the part of the growers seems to be the chief difficulty. One of the county agents in the State is quoted as saying: "There is apparently no machinery at present operating in the State able to care for the onion crop in anything like an efficient manner and something surely will have to be done before next year." The two organizations that have been of the greatest assistance to the growers have been the Michigan Potato Growers' Exchange and the Grand Rapids Growers' Association. The manager of the Grand Rapids Growers' Association has said, "This has been a particularly bad season for all parties concerned on account of high freight rates, no storage houses, unfavorable weather, and an abundant crop to dispose of. - I am convinced that each cooperative organization should have a warehouse for the storing of farm produce and that there should be careful inspection and grading at point of shipment, also collective selling and marketing by experts who would be in touch with the entire distributing proposition."

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R. F. Hare, Agricultural Statistician in New Mexico for the Federal Bureau of Crop Estimates, has prepared a mimeographed circular which sets forth some interesting agricultural statistics in regard to New Mexico for the year, 1920. In graphic form, Mr. Hare shows the acreage, production, and value of the more important crops in the State. These are listed as follows: hay, wheat, sorghums for grain and forage, corn, beans, oats, truck gardening, apples, white potatoes, cotton, sweet potatoes, barely, peas, broom corn and rye. Hay with a production of 618,000 tons from an acreage of 270,000 is valued at \$10,416,000; and 6,375,000 bushels of wheat from an acreage of 350,000 is valued at \$8,925,000. The total value of these fifteen crops is estimated at \$45,454,000. A similar graph has been prepared showing the numbers and value of live stock at January, 1921. These are divided into five classes with a total value of \$87,962,000. Range cattle, numbering 1,406,000, valued at \$49,350,000, forms the largest class in the State. The other classes are for sheep, milk cows, mules, and swine.

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The State Division of Markets, Raleigh, North Carolina, has recently issued a poster giving notice to strawberry growers and dealers in the State that they may continue to sell ungraded strawberries, if so marked, but that all berries which are sold as graded stock must conform with the State regulations. The tentative grades for strawberries, as proposed by the Federal Bureau of Markets, were adopted as the standard grades for North Carolina and became effective April 20, 1920. The poster defines the standard grades, and also sets forth the regulations for grading and packing strawberries, as provided under Chapter 325, Public Laws of 1919.

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R. H. Elsworth, Specialist in Market Extension, who is on an extended trip in the far western States has sent in some interesting reports relative to the status of extension work. While in Oregon, the manager of the Pacific Cooperative Poultry Producers, with headquarters in Portland, Ore., informed him that the association of six hundred members has been furnishing about one and one-half carloads of eggs a day during the month of April. All the eggs are shipped by the producers to the repacking plant in Portland where they are candled, graded and packed for shipment to the different markets. The eggs are graded as follows: Extras (weighing 24 ounces or over to the dozen); Select creams; Select browns; Firsts (trade eggs and dirty eggs); Pullets (weighing less than 22 ounces to the dozen); Whites and browns (packed separately); and Cracked eggs. The white eggs are sent to New York City.

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The April number of the Vermont Creamery and Market News Letter calls the attention of managers of creameries in the State to some of the essential factors necessary in the successful marketing of creamery butter. These factors are listed as: uniformly high quality; regularity of shipments; packages properly branded and labeled; neatness and appearance of package; and prompt attention to correspondence. Upon the observance of these points, the article continues, depends to a considerable extent the success of marketing butter.

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H. W. Samson, Specialist in Standardization, Federal Bureau of Markets, will leave this week for a month's trip to Texas and the Pacific Coast. He will spend some time in Austin, Tex., cooperating with the officials of the Texas Department of Agriculture in the revision of their grades and standards for fruits and vegetables, and containers for these products. Mr. Samson will also confer with officials of the California Department of Agriculture regarding grades and standards. It is planned to hold similar conferences later in the Pacific Northwest.

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Representatives of the state marketing associations of Oklahoma, Texas, Arkansas, Georgia, Mississippi, California, and North Carolina, at a meeting held in Oklahoma City, April 21, formed the American Cotton Growers' Exchange, one of the largest commodity selling organizations ever proposed in the United States, according to an article in the New York Daily News Record for April 22. The Exchange will have its headquarters at Dallas, Texas.

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Commissioner Davis of the Montana Department of Agriculture, Helena, Mont., has called a conference of representatives of eighteen or more farm and live stock associations in the State for April 27, for the purpose of discussing the organization of a Montana Council of Agriculture that can speak with authority on all matters affecting agriculture, live stock, dairying, and allied farm interests.

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Governor Hyde of Missouri has signed the Bureau of Markets appropriation bill for Missouri, which calls for \$175,000 for the biennial period of 1921-22.

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"Graded Eggs Bring Better Prices" is the title of a circular recently issued by the Extension Service of the University of Nebraska, Lincoln, Neb. The circular was prepared by F. E. Hussehl. Nebraska "Extra Firsts" are described as fresh eggs of uniform size (either all whites or all browns in one case) weighing 24 ounces or over to the dozen, or 45 pounds net to the 30-dozen case; shells sound and clean; air cells less than $\frac{3}{8}$ of an inch in depth; white firm, and yolk only slightly visible on candling. It is suggested that a maximum variation of two per cent from grade be allowed at time of inspection.

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A marketing report and crop forecast for 1921 for Arkansas strawberries has been issued jointly by Turner Wright, Agent in Marketing, and C. S. Bouton, Statistician in Arkansas for the Federal Bureau of Crop Estimates. The report included a table showing the shipping point, acreage, variety, the number of cars expected, and the date shipment began for strawberries. A summarized statement showing the carlot distribution of strawberries during the 1920 season is also given in the report.

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"Standard Containers for Fruits and Vegetables" is the title of Farmers' Bulletin No. 1196, just published by the Federal Bureau of Markets, F. P. Downing, formerly Investigator in Package Standardization, conducted the investigations upon which this bulletin is based, and H. W. Samson, now in charge of the Grades and Standards project, completed the preparation of the material for publication. Thirty-three interesting and instructive illustrations showing different types of packages are contained in the bulletin.

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The largest single consignment of seed ever sold by growers to a distributor in the United States was made when the Utah farmers recently sold their alfalfa seed pool of over 1,250,000 pounds. Approximately four hundred farmers had seed in the pool, according to an article in the New England Homestead for April 16.

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"Cooperative Marketing of Horticultural Products" is the title of Circular No. 244 issued by the Agricultural Experiment Station of the University of Illinois, Urbana, Ill. The material was prepared by J. W. Lloyd of the Department of Horticulture.

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A short course in live stock shipping for the managers of cooperative shipping associations will be held in Richmond, Va., May 10 and 11, under the direction of the Virginia Division of Markets.

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It is our purpose to publish in State and Federal Marketing Activities current information which will be of interest to state and federal marketing officials. The use of any quoted news items does not necessarily imply verification of the report or official approval of the activities reported.

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LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

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May 4, 1921.

Number 8.

ADDITIONAL MARKET NEWS SERVICE

At a conference held in Philadelphia, April 28, attended by J. C. Gilbert, Acting Director of the Pennsylvania Bureau of Markets, A. L. Clark, Chief of the New Jersey Bureau of Markets, Herschel Jones, In Charge of the New York Office of the Division of Foods and Markets, and W. A. Wheeler, L. M. Davis, C. W. Kitchen, and L. S. Tenny of the Federal Bureau of Markets, the market news reporting services in Philadelphia and New York City were fully discussed. Special reference was made to the different methods now available for distributing market news information and also to the question of a closer cooperation between all of the agencies in covering the entire field of market news reporting. Arrangements will be made whereby the reports of the Federal Bureau of Markets will be supplemented very materially by reports covering local shipments. It is anticipated that this market news information will be of extreme value to farmers and shippers throughout the three States.

It is also planned to distribute more widely in New Jersey, reports relative to the local shipments from New Jersey into Philadelphia and New York City. The fruit and vegetable shippers in that State then will have available for their information one of the most complete market news services in the country.

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A leased wire drop from the Federal Bureau of Market's Eastern Circuit was installed recently in the office of the State Bureau of Markets, Trenton, New Jersey. By cooperating with the Federal Bureau, A. L. Clark, Chief of the State Bureau of Markets, plans to give to the farmers and shippers of his State a very complete news service on fruits and vegetables. Burton W. Sherburne, formerly a Bureau employee in Connecticut, has been appointed by Mr. Clark to be in charge of the market news work in New Jersey. The arrangements between the two Bureaus are similar to those existing in Pennsylvania. Mr. Clark is distributing the market reports through the county agents in the State.

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The recent State Legislature in Delaware has passed a law providing for the establishment of a State Bureau of Markets.

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BROOM CORN INSPECTION PROPOSED

The Oklahoma State Market Commission is urging that the broom corn growers of the State form an association for the purpose of grading their product and preparing it for market. The Commission has offered to appoint an inspector to pass on the grade of the brush and issue certificates.

At a meeting recently held at Chickasha, Okla., attended by growers, dealers, and manufacturers, it was pointed out that only two-thirds of the brush grown is finally used in the manufacturing of brooms, the other third being unsuited. It is expected that grading at producing points will result in the saving of freight charges on the worthless brush. Among the suggestions made for the bringing about of better conditions in the broom corn market was the erection of warehouses in the producing sections.

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The shipping point inspection service conducted by the Idaho Department of Agriculture during the sixteen months ending December 31, 1920, resulted in the issuing of over twenty-one thousand certificates and the collection of over sixty-five thousand dollars in fees. The number of carlot inspections for the more important commodities were as follows: Potatoes, 10,345; apples, 5,368; hay, 3,840; prunes, 1,244; peaches, 123; cherries, 120; pears, 11; lettuce, 3. The charge for inspection is \$5 a car for fruits and vegetables and \$2.50 a car for hay. It is proposed by the Idaho Department of Agriculture to adopt for State use the Federal grades for farm products as rapidly as these are promulgated, also to adopt the Federal rules, regulations, procedure and terminology for inspection work and in every way possible coordinate the State service with the Federal service. This it proposes to do on the theory that the maximum benefit can be obtained only when shipping point and receiving point inspections are on the same basis.

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In order to work out plans for a cooperative crop reporting service to be conducted by the Federal Bureau of Crop Estimates and the New England States as a group, conferences of representatives from the New England States and the Bureaus of Crop Estimates and Markets, have been called for May 11 and 12 in the State House, Boston, Mass. Among the subjects to be discussed at that time will be the relations between the several cooperating States; relations between the States and United States Bureau of Markets and Crop Estimates; relations between the crop reporting service and the State Bureau of Markets; form of understanding best adapted to the undertaking; best method of apportioning the expense of the crop reporting service; what each State expects of the crop reporting service; work to be undertaken this season.

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FIVE BIG MARKETING ASSOCIATIONS

In consequence of the enterprise of W. R. Porter, Agent in Marketing, North Dakota has five strictly cooperative organizations for the marketing of farm products. These are the Grimm Alfalfa Seed Producers' Association, the North Dakota Potato Exchange, the North Dakota Wool Pool, the North Dakota Brome Grass Seed Growers' Exchange, and the Red River Valley Sweet Clover Seed Growers' Exchange.

The North Dakota Potato Exchange, with thirteen locals, is affiliated for selling purposes with the Minnesota Potato Exchange. Last year 300 carloads of potatoes were marketed. The North Dakota Wool Pool handled about 800,000 pounds of wool last season, 240,000 pounds of which have been sold. The Red River Valley Sweet Clover Seed Growers' Exchange marketed about one million pounds of sweet clover seed the past season and probably will have two to three million pounds to market this coming fall. In addition to the above mentioned organizations, Mr. Porter has assisted the county agents in organizing some of the 200 live stock shipping associations now existing in the State.

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E. L. French was appointed Director of the Department of Agriculture at Olympia, Washington, effective April 1, 1921. According to the recently enacted law which reorganizes the executive departments of the state government, the Department of Agriculture consists of five divisions, to be known respectively as, (1) division of agriculture; (2) division of horticulture; (3) division of dairy and live stock; (4) division of foods, feeds, drugs and oils; and (5) division of weights and measures. The Director of Agriculture who has power to appoint a supervisor for each division, has designated F. H. Gloyd as supervisor of the division of agriculture. The law also provides that the Director of Agriculture shall exercise all the powers and perform all the duties formerly vested in or required of the Director of Farm Marketing, the office of Director of Farm Marketing thus being abolished. An appropriation of \$25,000 was provided by the legislature for the two-year period beginning April 1, 1921, for marketing work.

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Paul Miller, Extension Agent in Marketing in Minnesota, is assisting the Minnesota Central Cooperative Live Stock Shipping Association in formulating a plan of organization for a cooperative commission firm to operate at South St. Paul. This proposed organization represents the first attempt on the part of Minnesota farmers to take advantage of the Open Markets Bill recently enacted in that State. This law declares the Exchanges in the State open to farmers' organizations and seeks to prevent Exchanges from making regulations which prohibit dealings between their members and outside parties. It is planned that the proposed cooperative firm will operate outside of the Exchange.

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MILK PRODUCERS GIVEN ASSISTANCE

Turner Wright, Agent in Marketing in Arkansas, assisted by Roy C. Potts of the Federal Bureau of Markets, and two representatives of the Extension Division, College of Agriculture of the University of Arkansas, conferred with milk producers from four sections in the vicinity of Little Rock, Ark., at Carlisle on April 20. The producers decided at this meeting to perfect an organization which would include all milk producers supplying milk to Little Rock and to operate as a marketing association. It is the plan of this organization, when perfected, to pool the returns received for the association's milk and pro-rate the same to producers on an equitable basis. Already the producers own and operate a milk receiving and shipping station at Carlisle, and have leased and operate shipping stations at Screeton and Hazen.

It is the purpose of the producers in forming the organization to establish it on such a basis that it may be extended to include a milk distributing plant in Little Rock, should such become necessary.

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The program for the Short Course for live stock producers and managers of cooperative live stock shipping associations to be held in Richmond, Va., May 10 to 11, under the direction of the Virginia Division of Markets, includes demonstrations showing the methods of marking different lots of stock and of handling, sorting, weighing, and grading cattle, calves, hogs, and sheep for market. C. A. Furmeister, Assistant in Market Information, Federal Bureau of Markets, will speak on the subject, "How the Federal Bureau of Markets Serves the Live Stock Industry," and C. G. Potts of the Federal Bureau of Animal Industry will give a talk on the "Factors Affecting Profitable Production and Marketing of Lambs."

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The State Marketing Bureau of the Board of Agriculture, Jefferson City, Mo., announces, in a mimeographed circular under date of April 26, that one of its permanent marketing policies will be to cooperate with the Federal Bureau of Markets in encouraging the bringing under the Federal Warehouse Act all Missouri warehouses in which producers have stored wool, grain, cotton and tobacco. The circular sets forth the purpose of the Warehouse Act, the benefits to be derived from it, and the procedure to be taken by a warehouseman in securing a license under this Act.

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Theodore Macklin formerly Research Agent in Marketing in Wisconsin, is the author of Bulletin No. 327 entitled, "Cost of Canning Wisconsin Peas," published by the Experiment Station of the University of Wisconsin.

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ARIZONA SEED GROWERS ARE ORGANIZING

In response to a request from the county agent in Yuma, Ariz., C. A. McNabb, Extension Agent in Marketing in New Mexico, accompanied by R. H. Elsworth of the Federal Bureau of Markets, recently went to Yuma to assist in trying to solve an alfalfa seed marketing problem. About two million pounds of Hairy Peruvian Alfalfa seed is produced annually in the Yuma valley by about five hundred growers. Past efforts in organizing for the purpose of cleaning, grading, and guaranteeing the quality of their seed, have been only partially successful. With an idea of bringing about a reorganization of the growers and thus putting the industry on a more substantial basis, conferences with alfalfa growers, bankers and seed dealers were called by the county agent. At these conferences Mr. McNabb explained the advantages of cooperation on a non-capital, non-profit basis. A plan of procedure was outlined at an informal meeting. Follow up meetings are to be held in all parts of the alfalfa producing region.

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Hugh J. Hughes, Director of Markets, State Department of Agriculture, St. Paul, Minn., contributed an article to The Country Gentleman for April 30, on the Minnesota cooperatives and the plan for federation with selling agencies at the big terminals. In the article he states that the total amount of business handled by the local associations during the year ending last June was approximately two hundred million dollars. He further says, "Now we are taking stock of what we have with which to go forward into the field of terminal marketing, for the farmers of Minnesota are demanding, as their right, a place on the Chamber of Commerce, on the live stock exchanges and on any other terminal market they may care to enter."

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Extension work in marketing was conducted during March in seven counties in Wyoming by county agents. Assistance was given to local organizations in the shipping of fifteen cars of grain, the purchase of large quantities of feed, the formation of a pure-bred breeders' association, the marketing of seed by parcel post, the formation of associations to erect an elevator, a warehouse for cooperative buying, and to encourage the cooperative marketing of grain, and to supervise the marketing of certified seed potatoes.

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The work which was being conducted on a cooperative basis in the States of Washington and Wisconsin, has been discontinued, and Joseph Passonneau, Agent in Marketing, Pullman, Wash., and Theodore Macklin, Research Agent in Marketing, Madison, Wis., have severed their connections with the Federal Bureau of Markets, effective May 1, 1921.

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AMERICAN COTTON GROWERS' EXCHANGE FORMED

The Federal Bureau of Markets was represented at the meeting of cotton growers at Memphis, Tenn., April 27, by Chester Morrill, Assistant Chief of Bureau. This Memphis meeting was attended by delegates and growers from the following twelve cotton producing States: Alabama, Arizona, Arkansas, California, Georgia, Mississippi, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee and Texas. The only important cotton growing States not represented were Florida and Louisiana. The result of the meeting was the birth of the American Cotton Growers' Exchange, which will be composed of trustees representing the associations authorizing the creation of the Exchange, and in addition three trustees representing the general public to be selected by the Secretary of Agriculture, the Chairman of the Federal Trade Commission, and the Governor of the Federal Reserve Board. The actual management of the Exchange will be vested in an Executive Committee of five.

The plan of organization contemplates that the component associations shall be composed of members who have signed agreements whereby they sell to the local associations the cotton produced by them during a term of years. Signatures of three associations will make the plan effective.

It is proposed that the Exchange shall supervise all the inspection, grading, classing, warehousing, transporting, and processing of cotton delivered to the associations and that it shall provide for a sales department which shall engage experts to handle each distinct type of cotton and to find buyers anywhere in the world, preferably spinners and direct agents for spinners or exporters.

The Exchange has full authority to determine the time, place, method, and terms of all sales of cotton, a field service is to be organized which will help initiate and complete organizations of growers in all unorganized States and increase and build up the organization in those States where the growers have not adequately responded to the advantages of cooperative organization.

The purpose of the marketing plan is to create a system under which members will receive the same price for the same variety, quality, grade, character and staple length of cotton. The main office of the Exchange will be at Dallas, Tex., but selling, sampling, financial, statistical or other offices will be maintained at points throughout the world as the Exchange may consider advisable.

Mr. Morrill presented the arguments for uniform world standards of classification for American cotton. The meeting expressed approval of the idea by a resolution which read in part as follows: "We desire, and consider it absolutely essential, that there shall be only one set of cotton standards for the classification of American cotton in both domestic and foreign commerce, and we ask that every possible step be taken by the United States Department of Agriculture and by American delegates to the world cotton conference at Liverpool and Manchester in June, 1921, to bring about the accomplishment of this object through action by the world cotton conference and by the various European cotton associations."

Copies of the resolution are to be forwarded to the presidents of the Liverpool and other European cotton associations.

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LLOYD S. TENNY

Assistant to the Chief,
In Charge, Division of Cooperative Relations.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES, GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS, AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE, BY THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 11, 1921.

Number 9

A DIVISION OF MARKETING IN COLORADO.

A Division of Marketing was established by the recent legislature in Colorado. This Division, which will be in charge of a Director, appointed by and under the general supervision of the State Board of Agriculture, is authorized to give instruction in grading, packing, and market management, and in order to conduct this work, is authorized, with the approval of the State Board of Agriculture, to cooperate with any municipal, state or national agency. The Director, after investigation and public hearing and with the approval of the State Board of Agriculture, may establish and promulgate standards for the grade and other classification of farm products. A provision is also made that "any standard for any farm product now or hereafter made mandatory under authority of the Congress of the United States, shall, so far as applicable, be established or prescribed, and promulgated, by the Director, as the official standard or requirement" in Colorado. The act states that "whenever grades, standards or classifications have been established for farm products.....it shall be unlawful for any shipper to ship carload shipments of such products without being inspected by a duly authorized inspector who shall issue a certificate of inspection showing grade, standard or other classification." The Director, however, may authorize shipment without inspection where isolated places or other conditions make inspection not feasible. The Director is authorized "to fix, assess, and collect, or cause to be collected from the shipper, fees for services when they are performed by inspectors, employees or agents of the Division of Marketing." Inspection certificates shall be prima facie evidence in State courts.

Ten thousand dollars annually is appropriated to carry out the provisions of the act. The law provides that salaries shall not be in excess of the following; Director of Marketing, \$3,000; inspectors, \$1,500; and employees and agents, \$1,200. The bill was signed by the Governor of the State on April 7, and became effective immediately.

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The legislature of Iowa has passed a bill appropriating \$25,000 for "investigations in agricultural economics, including the marketing of farm products." This sum, which becomes available July 1, is to be expended through the agricultural experiment station, Ames, Iowa. The same amount has also been appropriated for the following year.

THE OREGON COOPERATIVE LAW

The Oregon Legislature at its 1921 session amended the State law relating to the organization of cooperative associations. The law as amended provides that any number of persons, not less than five, may form a cooperative association, with or without capital stock, for the transaction of any business on the cooperative plan. The section of the law dealing with the subject of the issuing of capital stock has been amended so that associations may "issue and sell preferred stock which may be sold to members or non-members." Among the new features of the law is one which permits the adoption of by-laws providing "for the appointment of a director or directors representing the public interests." Provision is made in the law for the purchase, control or operation of other associations, firms and corporations. The law provides against any association formed under it being declared a monopoly in the following language: "No association organized hereunder and complying with the terms and purposes of this act shall be deemed to be a combination in unlawful restraint of trade or an unlawful monopoly, or an attempt arbitrarily to lessen competition or fix prices; nor shall any marketing contract or agreement between the association and its members, which is authorized by this act, be considered unlawful or in unlawful restraint of trade; provided, that associations which have contracts with their members covering the purchase and sale of products and providing for liquidated damages and equitable relief shall not handle the same products for non-members."

The act of the legislature has been approved by the Governor of the State and becomes effective May 21, 1921.

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The Division of Extension, College of Agriculture, University of Arkansas at Fayetteville, is planning to hold a Farmers' Short Course, August 16-19. While a definite program has not been announced, it is understood that marketing will be an important feature of the Course. Because of the interest which is developing along marketing lines, due to the increased number of farmers' cooperative marketing organizations being formed throughout the State, the Extension Division desires to help the farmers in solving some of the problems that necessarily arise.

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The Montana Department of Agriculture, the Bureau of Crop Estimates for Montana and the Extension Agent in Marketing are planning to issue a marketing bulletin cooperatively. According to the proposed plan, the Commissioner of Agriculture will furnish local marketing news, the Extension Agent in Marketing educational matter, and the representative of the Bureau of Crop Estimates news of growing crops.

MISSOURI'S MARKETING APPROPRIATION

The \$175,000 appropriation provided by the Missouri Legislature for marketing work for the biennial period of 1921-22 is to be used as follows: (A) Enforcement of the Commission Merchants' Act, \$45,000; (B) Grain Service for furthering the establishment of Federal grain standards in cooperation with the Federal grain supervision, horticultural service, including the shipping point inspection in cooperation with the United States Government, fostering the enforcement of Federal grades and standards for horticultural products, field service for strawberry and watermelon area, wool grading and pooling service in connection with the Federal Bureau of Markets, \$41,000; (C) aid to Missouri producers and shippers in marketing live stock, and a market news and bulletin service on live stock, grain, feed, hay, dairy and food products, cotton, fruits and vegetables, \$63,000; (D) administrative expenses, \$21,000; and (E) miscellaneous marketing activities, \$5,000.

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A Department of Economics and Sociology at the State Agricultural College of Colorado, Fort Collins, Colo., is provided by a recently enacted Colorado law. It is proposed that instruction be given in the "economics of agriculture and mechanic arts as represented in farm management, labor relations, credits and marketing of products and the accounting connected therewith, and in the human relations between rural and urban communities and the conditions influencing community betterment." The bill also authorizes "research and investigations in economics and sociology as related to agriculture and the industries" and the publishing of the results thereof, and "for special short courses and for extension service." The act carries an appropriation for \$25,000 and became effective April 5, the date of approval by the Governor.

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A mimeographed circular describing in detail the construction and the use of a collapsible box for tying fleeces, has been prepared by George T. Willingmyre, Specialist in Marketing Wool, Federal Bureau of Markets, and W. A. Mueller, Assistant. Four drawings included in the circular illustrate specifically the construction of the box. This circular will undoubtedly be of interest to wool growers in all parts of the country. A limited number of copies may be obtained from the Washington office of the Bureau of Markets.

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The Extension Division of the University of Tennessee is planning to hold sheep shearing demonstrations for three or four weeks throughout the State this season. A. L. Jerdan, Agent in Marketing, together with the Live Stock Specialist of the Division, will assist R. P. Hite, a farmer and sheep breeder at Gallatin, Tenn., who has been secured to give these demonstrations.

WORLD'S COTTON CONFERENCE TO MEET IN JUNE

Chester Morrill, Assistant Chief of Bureau, and W. R. Meadows, In Charge of the Cotton Division of the Federal Bureau of Markets, will sail in a few weeks for England to attend the sessions of the World's Cotton Conference to be held in Liverpool, June 13-22. This conference, which is the second of its kind to be held - the first having met in New Orleans, La., in October, 1919 - will be attended by representatives of the entire cotton industry from grower to consumer. At this convention it is hoped that uniform world standards of classification for American cotton will be adopted. Mr. Meadows has prepared for the conference a paper entitled, "Universal Standards for American Cotton."

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At the request of the Missouri State Marketing Bureau, at Jefferson City, George T. Willingmyre, Specialist in Marketing Wool, Federal Bureau of Markets, left Washington May 10 for Missouri where he will assist D. C. Rogers of the State Marketing Bureau in formulating plans for grading the 1921 wool clip which is being assembled in local pools. Five or more graders will be selected, an itinerary planned, and methods outlined that will insure the utmost efficiency at the time of grading. Mr. Willingmyre will also attend a series of regional conferences of wool growers, arranged by Mr. Rogers. At these conferences the value of having wool graded near the point of production will be explained and different methods of marketing discussed.

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Asher Hobson, Specialist in Food Marketing Studies at Columbia University, New York City, and John T. Horner, Research Agent in Marketing at the same institution, are spending a few days in Washington conferring with officials of the Federal Bureau of Markets relative to their problems in marketing studies. Mr. Horner in conducting a study of the monetary loss caused by the deterioration in food products while passing through the channels of trade in New York City. Next fall, Mr. Horner will take up the work of Associate Professor in Economics at the Michigan Agricultural College, East Lansing, Mich. He will be engaged in both teaching and research work.

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Dr. W. L. Wanlass, Research Agent in Marketing in Utah, has recently been made Director of the School of Commerce and Business Administration, which is one of the five schools composing the Agricultural College of Utah, Logan, Utah. Dr. Wanlass and the directors of agriculture, general sciences, home economics, engineering, extension and the experiment station form the President's Council.

DEPARTMENT OF AGRICULTURE IN MICHIGAN

A State Department of Agriculture was created by the 1921 session of the Michigan Legislature. The new department takes over on July 1 the duties and powers vested by law in the following administrative units: Department of Animal Industry, State Food and Drug Commissioner, State Veterinary Board, Commission of Immigration, Director of Markets, State Inspector of Orchards and Nurseries, Inspector of Apiaries. There are also transferred to the new department the duties involved in the testing of agricultural seeds, the analysis of commercial fertilizers, the testing and examination of insecticides, the analysis and testing of commercial stock foods and the collection and publication of statistics relating to agriculture and agricultural interests. The chief executive officer of the department will be a Commissioner of Agriculture appointed by the Governor with a salary of five thousand dollars, annually.

The marketing work transferred to the new department is provided for by an Act passed in 1915, which authorized the appointment of a Director of Markets. Said Director was empowered to investigate both the production and marketing of farm products, to assist in the organization of cooperative associations, to give information on market conditions, to provide for the standardization of farm products, to provide inspection of farm products, and to publish bulletins.

Herman H. Halladay, formerly president of the State Live Stock Sanitary Commission, has been appointed Commissioner of the new department.

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A bill which fixes the sugar content of wine and table grapes for shipment in the State has been passed by the Senate of the California Legislature. Under the terms of the bill, table grapes can not be sold until they contain seventeen per cent sugar, and wine grapes, unless used for processing or preserving purposes, must contain sixteen per cent sugar.

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The New Jersey Department of Agriculture has recently published Bulletin No. 27, which contains a report of the official proceedings of the Sixth Annual New Jersey Agricultural Convention, and a report of the marketing conference held by the State Bureau of Markets, last January.

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Ralph Loomis, Extension Agent in Marketing, Columbia, Mo., reports that a live stock shipping association which he helped to organize last November at Bowling Green, Mo., now has a membership of 246, and since its organization has shipped 67 cars of stock.

The Missouri State Marketing Bureau, at Jefferson City, Mo., has prepared a bulletin entitled, "Missouri Purebred Live Stock Directory, Showing Marketable Surplus," which is now ready for distribution. This bulletin contains eighty-four pages of information concerning purebred live stock in Missouri. The name and address of each breeder who reported to the Marketing Bureau is published, giving the total number of purebred animals in each herd together with the marketable surplus of males and females.

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The bill asking for an appropriation of \$30,000 to maintain a leased-wire, market news service between New York City, Albany, Utica, Rochester and Buffalo, failed to pass the New York Legislature, largely on account of the demand for economy. The measure had the approval of Governor Miller and the strong support of the New York Division of Foods and Markets, of the marketing officials at Cornell University, and of the farmers' organizations of the State.

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The Wisconsin Division of Markets, at Madison, Wis., is advocating a centralized marketing organization of all the cooperative potato ship-pint associations in the State, similar to the Minnesota and Michigan exchanges. The officials of the Division believe that the producers could market their potatoes more profitably through a strong exchange than they are able to do through small organizations.

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According to M. Hull, Sweet Potato Specialist in the Extension Division of Louisiana State University, the Louisiana Sweet Potato Exchange has been instrumental in broadening the market for Louisiana sweet potatoes by shipments to points on the Pacific Coast. While California has received the majority of the Louisiana shipments, cars have been sent to Portland, Ore., and Seattle, Wash.

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"Cooperative Grain Marketing" is the title of United States Department of Agriculture Bulletin No. 937, issued last month. This bulletin, prepared by J. M. Mehl, Investigator in Cooperative Marketing in the Federal Bureau of Markets, makes a comparative study of the methods of cooperative grain marketing in the United States and Canada.

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"Cooperative Marketing of Farm Products" is the subject of Extension Circular No. 26, just published by the Clemson Agricultural College, Clemson College, South Carolina. The circular was prepared by D. W. Watkins, Assistant Director of Extension.

LLOYD S. TENNY
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STATE AND FEDERAL MARKETING ACTIVITIES

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May 18, 1921

Number 10.

A SUCCESSFUL SHORT COURSE IN LIVE STOCK MARKETING

The Short Course in Live Stock Marketing, held May 10 and 11 at Richmond, Va., under the direction of the Virginia Division of Markets of which J. H. Meek is Director, was attended by twelve county agents and by about as many managers of cooperative live-stock shipping associations. The following were among those present at the short course: C. G. Garner, Live Stock Marketing Agent at the State College of Agriculture, Athens, Ga.; J. R. Hutcheson, Director of Extension at Blacksburg, Va.; C. A. Burmeister of the Live Stock Division of the Federal Bureau of Markets; and commission men from Richmond, Va., Baltimore, Md., and Lancaster, Pa. The value of this course as an extension proposition is indicated by the fact that the travel expenses of the county agents attending the meeting were provided by the extension service of the Virginia Agricultural and Mechanical College.

The first forenoon was devoted to a grading demonstration of cattle by C. A. Burmeister, and a demonstration of the marking of cattle, hogs, and sheep by K. A. Keithly, Agent in Marketing in Virginia.

The second forenoon included an inspection of a carload of calves and hogs shipped by seven cooperators to the Richmond market. There was also a demonstration of grading lambs. A packing plant was visited and the entire process by which live hogs are turned into meat and lard was observed. The carcasses of three steers which had been graded the previous day were viewed and it was found that the grades assigned the live animals correctly represented the meat value as indicated by the carcasses in the cooler.

The afternoon sessions of the Short Course were devoted to addresses and round table discussions regarding various phases of cooperative marketing of live stock, and the methods to be used in preparing stock for market. The value of standardization and the use of market news services were considered. The county agents and managers of cooperative live-stock shipping associations related their experiences in marketing live stock. One association manager reported that sixty-nine members had been enrolled at the first organization meeting. Several managers reported memberships of over one hundred and that the returns of shipping cooperatively had been very satisfactory. The commission men present expressed the desire to handle the live-stock shipments made by cooperative associations.

A COMMISSIONER OF FARMS AND MARKETS FOR NEW YORK STATE

The farms and markets law of the State of New York has been amended so as to create the office of Commissioner of Farms and Markets and to assign to this officer most of the powers and duties formerly vested in the Council of Farms and Markets. The Council is retained and vested with the duty of appointing the Commissioner of Farms and Markets, which Commissioner shall hold office during the pleasure of the Council. The Council shall consider matters submitted to it by the Commissioner, and it may in an advisory capacity make suggestions to the Commissioner.

The Commissioner of Farms and Markets shall be the chief executive officer of the Department of Farms and Markets. He shall be responsible for the enforcement or carrying into effect of the laws, rules, and orders pertaining to the work of the Department. He shall appoint the officers and employees of the Department and have supervision and direction over them. Ten thousand dollars was appropriated for the salary of the Commissioner for the fiscal year beginning July 1, 1921.

According to the law, the Department of Farms and Markets consists of two divisions, namely, division of agriculture, and division of foods and markets, each division composed of bureaus. The existing bureaus will be continued unless consolidated or abolished by the Commissioner of Farms and Markets.

The officers of the Department, in addition to the Commissioner, shall be a Commissioner of Agriculture, a Commissioner of Foods and Markets, a Counsel, a Secretary, and a Director for each bureau.

Among the powers and duties of the Department are the following:

1. Investigate and recommend useful methods of cooperative production, marketing, and distribution of foods.
 2. Aid in the organization and operation of cooperative associations and corporations among producers and consumers.
 3. Acquire and disseminate accurate information as to market prices of food products.
 4. Advise and cooperate in establishing local markets, and warehouses for assembling, grading, packing, and storing food or farm products.
 5. Investigate and report what plan should be established by law for the purpose of securing an ample supply of pure milk in centers of population.
 6. Ascertain and publish the names and addresses of producers, manufacturers, importers, and distributors of food, and the kind of food produced, manufactured, imported, or distributed.
 7. Make recommendation directed toward the stimulation of the production of food.
 8. Cooperate with public and private agencies.
- The amended law becomes effective July 1, 1921.

CONFERENCE IN TEXAS ON STANDARDIZATION PROBLEMS

At a conference at Austin, Tex., May 3 and 4, attended by State and Federal marketing men, modifications in some of the tentative grades for fruits and vegetables were recommended. This conference was attended by representatives of marketing departments in adjacent States, representatives of the Texas Agricultural and Mechanical College, prominent growers of the State, and W. A. Sherman and H. W. Samson, Specialists of the Fruit and Vegetable Division of the Federal Bureau of Markets.

Modifications in both the Texas and tentative grades of the Federal Bureau of Markets were suggested with the thought of making the tolerances agree more nearly with those prevailing in commercial practice, and bringing the Texas grades into harmony with those in use in competing sections in other States. The suggested changes are likely to be the basis of new legislation in Texas.

The present method of enforcing the State inspection law will probably remain as it is.

The Texas Bureau of Markets is desirous of making arrangements by which the Federal Bureau of Markets can cooperate with the State Bureau in securing uniform and accurate inspection of fruits and vegetables at Texas shipping points, so that Federal inspection in the terminal markets, when called for, will be made in accordance with the same grading rules as those applied at Texas shipping points.

In view of the fact that the Committee on coinage, weights and measures of the United State House of Representatives is considering a bill to standardize all hampers, round stave baskets and market baskets, which, if passed, will control the manufacture of these packages throughout the United States, the Texas Department of Agriculture will not undertake to work out standards for these packages at the present time.

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The conference called at Boston, May 12, by the New England Council of Farm Bureaus for the purpose of discussing the affiliation of the cooperative purchasing associations of the six States into a New England Central Farmers' Cooperative Buying Organization was attended by approximately fifty representatives of cooperative purchasing exchanges, general farmers' organizations, State bureaus of markets, departments of agriculture, colleges of agriculture, and other interested agencies. The committee on cooperative organization, which had been previously appointed by the New England Council of Farm Bureaus, submitted a plan of organization which was discussed in detail. This plan provided for local buying groups, local or county exchanges, district or State exchanges, and a New England exchange. While the plan in general was approved, it was considered advisable to appoint a committee, consisting of one representative from each State, to study and recommend plans for financing and operating the organization.

HAY GRADES ESTABLISHED FOR MONTANA

The Montana Legislature at its recent session passed a bill providing standard grades for certain species of hay, also providing for inspection and the fining of those who sell or offer to sell hay as of a standard grade when it fails to meet the requirements of the law.

The law recognizes nine kinds of hay, namely: timothy, clover mixed, clover, prairie, midland, mixed, alfalfa, blue joint, and millet, with the following grades under each:

Timothy - No. 1, No. 2, No. 3, sample, and no grade; Clover mixed - light, No. 1, No. 2, sample, no grade; Clover - No. 1, No. 2, sample, no grade; Prairie Hay - choice, No. 1, No. 2, No. 3, packing, and sample; Midland Hay - No. 1, No. 2, packing, and sample; Mixed Hay - No. 1, No. 2, No. 3, packing, and sample; Alfalfa - choice, No. 1, standard, No. 2, No. 3, and no grade; Blue Joint Hay - choice, No. 1, and No. 2; Millet - No. 1, No. 2, and No. 3.

The law gives the Commissioner of Agriculture, Labor and Industry, authority to provide for the inspection of hay at market destinations, at the request and expense of the owner of the hay.

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Representatives from the six New England States and from the Federal Department of Agriculture met at Boston, May 11, to discuss ways and means for developing a cooperative crop reporting service for the New England States. It was decided that the service should cover live stock - including dairy animals - hay, fruit, poultry, and potatoes. Other products to be included, as appropriations and facilities permit, are, maple products, tobacco, truck crops, onions, sweet corn, oats, and cranberries. The cooperation of the New England States, as a unit, with the Federal Bureau of Crop Estimates is made possible by an appropriation from each State for this specific purpose. Just how each State appropriation can be used so as to conform with State laws and at the same time be in the nature of a pool is to be determined by a committee appointed for this purpose. This committee, consisting of one representative from the department of agriculture of each State, will meet at Boston, June 17, with V. A. Sanders, Agricultural Statistician of the Bureau of Crop Estimates, who will be in charge of the crop reporting service.

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E. W. Stillwell of the Grades and Standards project of the Federal Bureau of Markets, is making a ten-day trip to Pennsylvania and New York in order to confer with State officials regarding proposed grades for tomatoes and other products. He will visit Rochester, N.Y., to consult with dealers and growers relative to the grades for peaches, and will visit Atlanta, N. Y., to confer with manufacturers regarding the peach-sizing machine.

ARKANSAS ISSUES A LIVE STOCK NEWS LETTER

T. Roy Reid, Extension Live Stock Specialist of the College of Agriculture of the University of Arkansas, has prepared the first of a series of live-stock letters to be issued regularly in the interest of the live-stock growers of the State. The first letter, dated May 10, summarizes the value of a county, live-stock breeders' association. It also explains the method of operating a beef club, which provides a constant supply of fresh beef for the farmers. Mr. Reid states that similar clubs have been formed in Missouri, the Carolinas, Kentucky, and some other States. According to the plan, eight to sixteen members take turns in contributing an animal to be butchered, dividing the carcass equitably. They take turns in receiving the choice and poorer cuts. Records are kept of the dressed weights of the animals and of the weight of meat received by each member. At the end of the season complete settlement is made, the member receiving payment for extra weight of dressed animals furnished, or paying for extra meat received above the value of the animals contributed.

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Dr. R. J. McFall, Professor of Marketing, Extension Service of the Massachusetts Agricultural College at Amherst, has issued the first of a series of articles on economic studies for the use of the county agents of the State. The first article entitled, "Business Conditions" discusses current matters under the following general sub-topics: Causes for business changes; depression the outgrowth of boom; supply and demand factors; boom conditions; the beginnings of depression; recovery from depression; passing away of obstacles to recovery; freight congestion; economic recovery of Europe; effect of excess of imports; price declines from European competition; prosperity with rising prices.

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A law which has just been passed in Iowa authorizes the State Weather and Crop Service to cooperate with the national agencies in the collection and dissemination of weather, crop and live-stock statistics. The bill contains provisions for the collection of agricultural statistics each year through township assessors under the supervision of the Director of the Iowa Weather and Crop Service Bureau who shall be an officer of the U. S. Weather Bureau.

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The Farm Bureau of Seward County, Nebraska, has accepted the suggestion of H. C. Filley, Agent in Marketing in that State, and has hired a marketing man who will give his attention to the problem of finding new markets and getting better prices for the farm products of that county.

The New Jersey State Bureau of Markets, Trenton, N. J., in co-operation with local committees of the New Jersey State Federation of Womens' Clubs, publishes a weekly mimeographed report which contains both wholesale and average retail prices for various farm products at several New Jersey markets and the New York City and Philadelphia markets. Besides the price quotations the City Market Report, as it is called, contains short articles of general marketing interest. The following, for instance, is quoted from the May 11 issue of this periodical: "The Federal Trade Commission in its recent report states that the average reduction of wholesale prices of all commodities was eleven per cent, and retail prices only three per cent during the first four months of this year. One of the objects of these reports is to prevent retail prices from being held at too high a level too long after wholesale prices have dropped, this practice preventing adequate consumption of foods."

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John F. Ware, Extension Agent in Marketing in Montana, is assisting the potato growers in Sanders County, Mont., in affiliating with the Potato Seed Growers' Association of Bonner County, Idaho, for the purpose of marketing their product cooperatively. These counties, which are adjacent, have similar soil and climate which are favorable to the proposed plan of specializing in the production of seed potatoes. The produce will probably be marketed at Yakima, Wash., and markets further south.

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Fred W. Read, Specialist in Standardization for the California Department of Agriculture, Sacramento, Calif., has been in Washington conferring with specialists of the Federal Bureau of Markets, relative to standardization and inspection work in California. While East, Mr. Read also made an official trip to New York City and Boston.

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Two Federal Bureau of Markets' field stations for market news reports probably will open on the dates indicated: Monett, Mo., berries, May 20; Browley, Calif., cantaloupes, May 23. A station at Charleston, S. C., reporting potatoes was opened May 10, and one at Ocala, Fla., reporting watermelons, was opened May 16.

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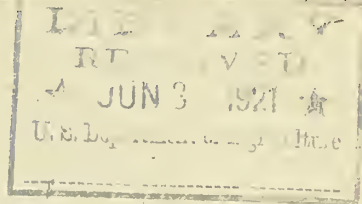
A bill requiring the triennial collection of agricultural statistics by county assessors has just passed the Pennsylvania Legislature and been approved by the Governor. Under the provisions of this act the first agricultural data will not be collected until the year 1924.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES, GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS, AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE, BY THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 25, 1921.



Number 11.

COMPULSORY SHIPPING-POINT INSPECTION ON POTATOES

A compulsory carlot shipping-point law has been placed upon the books in Nebraska. The law makes provision for four grades of potatoes, namely, Fancy, No. 1, No. 2, and Early Nebraska. It also provides that "each carlot shipment of potatoes originating in Nebraska shall be as-sorted and graded at point of origin," further that "a certificate of inspection specifying grade, or a permit for shipment shall be posted in the car before the car is released for shipment." Provision is also made for reinspection at point of destination on the request of any interested party.

Fees are to be collected at the time of inspection on the basis of \$4 a car for shipping-point inspection and \$5 a car for receiving-point inspection. The penalty for failure to have potatoes inspected, removing certificate from a car before same is unloaded, for altering a certificate or interfering with an inspector engaged in performing his duties shall be a fine ranging from \$10 to \$100, or imprisonment in the county jail not exceeding six months, or both fine and imprisonment.

The responsibility for the enforcement of the law is placed with the State Department of Agriculture which is authorized to adopt additional standards and grades and to promulgate such rules and regulations as may be necessary.

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The School of Business of Columbia University, New York City, in cooperation with the Federal Bureau of Markets, is planning to conduct a course in research studies in the marketing of farm products during the 1921-22 school year, under the direction of Asher Hobson, Associate Professor of Economic Agriculture. This course, which is designed for graduate students who have demonstrated their ability to conduct research studies of an economic nature, will consist wholly of the collection, tabulation, and interpretation of data gathered from original sources, on specific marketing problems. The greater part of the investigational work will be conducted from the New York office of the Federal Bureau of Markets which is located in the center of the wholesale produce district of that city. Clerical assistance will be made available to the students. Furthermore, those devoting a major portion of their time to this work may receive nominal salaries.

MONTANA LEGISLATURE PROVIDES A COOPERATIVE LAW

"Cooperative Marketing Act" is the title of a law added to the Montana public statutes in March of this year. The purpose of the law is to promote, foster, and encourage orderly marketing through cooperation and to make the distribution of agricultural products as direct as can be done.

The law provides that five or more persons engaged in the production of agricultural products may form a non-profit cooperative association with or without capital stock. An organization, properly formed, may engage in any activity in connection with the harvesting, preserving, drying, processing, canning, packing, storing, handling, shipping, or selling of the agricultural products of its members or with the manufacturing or marketing of the by-products of their agricultural products. However, no association shall handle the agricultural products of any non-member.

Provision is made for giving to an association the right to purchase, hold, own, sell, transfer, or pledge shares of the capital stock or bonds of any corporation or association engaged in any related activity.

The law provides that no stockholder shall own more than one-twentieth of the issued common stock, no member or stockholder shall be entitled to more than one vote, and that common stock cannot be transferred to persons not engaged in the production of agricultural products.

There is provision in the law for a referendum vote by the entire membership on matters passed by the board of directors and on which forty per cent. of the directors ask for reference to membership.

Associations formed under the law may require members to execute exclusive selling contracts to deliver all or any specified part of their crops for any period of time up to ten years. A section in the law provides that any association may enter into stipulations, agreements, contracts, and arrangements with any other cooperative organization for the more economical carrying on of its business, and that any two or more associations may employ and use the same methods, means, and agencies for conducting their respective businesses.

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The Nebraska statutes were amended by the legislature that recently adjourned so that it is now the duty of precinct assessors to collect agricultural statistics annually. At the time of making the assessments for taxation purposes the names of persons engaged in farming shall be enrolled, together with information relative to total acreage, acreage of crops planted, to be planted, the number and kinds of animals on the land, and information as to other agricultural resources. The law provides that the agricultural reports of the assessors shall be forwarded to the State Department of Agriculture which shall compile and publish annually a summary of all the reports.

WISCONSIN TOBACCO GROWERS TO FORM CENTRAL SALES AGENCY

The Wisconsin Division of Markets, Madison, Wis., is assisting the tobacco growers of the State in federating the local cooperative tobacco associations into a central sales agency. The overhead association will be organized on a non-stock, non-profit basis, with a membership fee of five dollars. It will be controlled by a board of directors made up of one director elected by the farmers at each warehouse or shipping point. Each tobacco producer who joins the association must sign a contract which binds him to the association for five years. The marketing plan becomes effective August 1, 1921, if by that time fifty per cent of the State's acreage for 1919 has been signed up. It is planned to improve the quality of the tobacco raised, and to establish grades. The tobacco will be pooled and sold on a quality basis.

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State marketing officials from West Virginia, Virginia, Pennsylvania and Maryland will hold a fruit-marketing conference at Hagerstown, Md., June 1, to discuss the problems of standardization, inspection, transportation, and market reporting as applied to the peach and apple crops produced in the Cumberland, Potomac, and Shenandoah Valleys. The State officials have requested that representatives from the Federal Bureau of Markets attend the conference to assist them in working out plans for distributing market reports in the fruit-producing territory, and for coordinating the work of standardization for both peaches and apples. The question of establishing an inspection service for these two fruits will be discussed.

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W. M. King, of the Hay, Feed and Seed Division of the Federal Bureau of Markets, left Washington May 15 for an extended trip through the Middle West, for the purpose of investigating hay-market conditions at some of the principal shipping points, and obtaining representative samples of hay for the hay-standardization office. His itinerary calls for stops at Detroit, Port Huron, Sandusky, Saginaw, Owosso, and Jackson, Michigan; Green Bay, Wausau, Eau Claire, and Chippewa Falls, Wisconsin; Minneapolis, Mankato, Ledyard, and Luverne, Minnesota; Fort Dodge, Sioux City, Red Oak, Osceola, Des Moines, Udell, and Gordon, Iowa; Omaha, Nebraska; Albany, Moberly, St. Louis, and Flora, Missouri.

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Two civil service non-assembled examinations of interest to marketing men have been announced. The examinations close June 21 and are for positions as Specialist in Market Extension, and Associate Economist in Marketing, with salaries ranging from \$3,000 to \$4,500 for the former position, and from \$3,000 to \$3,840 for the latter.

A NEW YORK CITY MARKETING FILM

"Behind the Breakfast Table" is the title of a motion-picture film prepared by the New York Division of Foods and Markets, Albany, N. Y., which was recently shown in the Washington office of the Federal Bureau of Markets. The film pictures Dr. Eugene Porter, Commissioner of the New York Division of Foods and Markets, as a guest at a New York City breakfast table, relating to his host and hostess the methods used in bringing food products into New York City. Scenes showing the marketing processes involved from the time the produce arrives at the gateways to the city either in ships or cars, until it reaches the consumer's table, are vividly pictured. These include views of the hauling of the produce in trucks, also market and street scenes, and show consumers purchasing small portions for the breakfast table.

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"Sweet Potatoes from Storage House to Market" is the title of a motion-picture film being prepared by the Federal Department of Agriculture. The scenes used show the methods of construction and of operation of the various storage devices, with special emphasis upon the value of the type of storage house recommended by the Federal Bureau of Markets. A portion of the film is devoted to illustrating the most approved methods of grading, packing, and loading sweet potatoes into cars, in order to insure the minimum amount of loss in transit.

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The recent Florida Legislature increased the annual appropriation for the State Marketing Bureau for the coming year from \$15,000 to \$25,000. It also raised the salary of the Commissioner from \$2,500 to \$3,600, and provided additional funds for travel. The Executive Committee, which heretofore has been an imported factor in the Florida marketing work, was abolished.

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The following market news reporting stations of the Federal Bureau of Markets, probably will open on the dates indicated: Washington, N. C., potatoes, May 31; Crystal Springs, Miss., tomatoes, June 1; Jacksonville, Tex., tomatoes, June 6; Fort Valley, Ga., peaches, June 6; Thomasville, Ga., watermelons, June 13; Elizabeth City, N. C., potatoes, June 30.

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K.A. Keithly, Agent in Marketing in Virginia, is arranging to visit the live stock markets at Baltimore, Md., and Jersey City, N. J., the last of May, and also to attend the cattle show at Lancaster, Pa., June 1 and 2.

Leo Stuhr, Secretary of the Nebraska Department of Agriculture, Lincoln, Nebr., was in Washington May 24 for conference with the Chief and the Division Leaders of the Federal Bureau of Markets. As several laws covering different phases of marketing were passed at the recent session of the Nebraska Legislature, Mr. Stuhr is working upon plans whereby he hopes that the Nebraska Bureau of Markets and Marketing will be able to render the maximum amount of assistance to the producers and consumers of his State.

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Theo. Wade, Investigator in Cooperative Organization for the Federal Bureau of Markets, is in New Hampshire assisting the officers of the State Bureau of Markets and the management of the New Hampshire Cooperative Marketing Association in solving some of the more difficult problems that are arising in connection with the state-wide program to promote more direct dealing between producer and consumer.

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The Farmers' Cooperative Exchange, which J. F. Ware, Extension Agent in Marketing in Montana helped to organize last December at Polson, Mont., handles the marketing of general farm produce on a ten per cent. commission basis, which plan furnishes sufficient funds to purchase all the supplies, seed, and feed necessary for the Exchange to carry in stock.

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At a meeting called by C. B. Davis, Commissioner of Agriculture of Montana, a Council of Agriculture was organized by representatives of sixteen farm and stock organizations. This Council will act as an advisory body to the State Department of Agriculture and will consider questions of importance affecting the farmers of Montana.

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A. L. Jerdan, Extension Agent in Marketing in Tennessee, has arranged for a series of wool sales to be held this week at seven points in the State. It is anticipated that a number of wool buyers and dealers will send representatives to these sales.

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The Washington State Department of Agriculture, through the dairy and live stock division, is instituting a campaign among the dairy farmers of the State, especially cream shippers, for the production of a better and higher standard product.

G. C. Edler of the Hay, Feed and Seed Division of the Federal Bureau of Markets, left Washington last week for a six weeks' trip in the West to interview seed correspondents and to make investigations of seed markets. Mr. Edler will visit the following points: Sturgis, and Rapid City, South Dakota; Sterling and Denver, Colorado; Ogden, and Salt Lake City, Utah; Pocatello, Twin Falls, Boise, Nampa, and Caldwell, Idaho; Spokane, and Seattle, Washington; Portland, Oregon; Sacramento, San Francisco, and Los Angeles, California; Yuma, and Phoenix, Arizona; Albuquerque, New Mexico; and St. Louis, Missouri. While in California, Mr. Edler will confer with officials of the California State Department of Agriculture relative to a new seed law in that State.

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G. O. Gatlin, Assistant in the Division of Cooperative Relations of the Federal Bureau of Markets, left Washington May 23, for a two weeks' trip to Alabama and Mississippi. At Auburn, Alabama, he will confer with College officials relative to marketing work, and at Montgomery, Ala., will confer with F. O. Hooten, Supervisor of the Markets Division of the State Agriculture and Industries Department. A week will be spent in Mississippi discussing marketing problems with the agents in marketing in that State.

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Kenneth Hankinson has recently been appointed Organization Specialist for the New Jersey Bureau of Markets, Trenton, N. J. During the coming summer months Mr. Hankinson will devote his time especially to the marketing of farm products direct from farmers or farm organizations to consumers' buying clubs, women's organizations and other interested groups.

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F. L. Harkey, Agent in Marketing in South Carolina, spent last week in the Washington office conferring with the Bureau's division and project leaders relative to the marketing problems in his State. Mr. Harkey during the past year has given much of his time to standardization and organization work.

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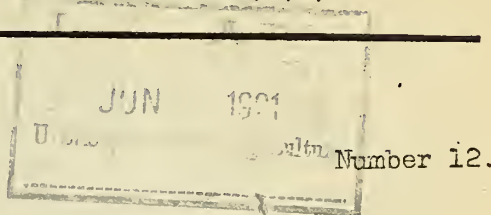
C. M. White, Agent in Marketing in Maine, is planning to assist the State Y. M. C. A. in preparing sets of lantern slides of agricultural activities in Maine which will show both production and marketing. It is proposed to use these slides at Ellis Island, N. Y., in an effort to induce immigrants to settle on the farms.

LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES, GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS, AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE, BY THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 1, 1921.



ILLINOIS PASSES AN APPLE GRADING LAW

An apple grading, packing and branding law, effective in September of this year, was recently passed in Illinois. According to the provisions of the law, the grades for Illinois apples will be, Illinois Fancy, Illinois Number One, Illinois Commercial, and Private Brand. The specifications for Illinois Fancy are, "hand picked, properly packed apples of one variety, which are uniform in size, of good color for the variety, and which are free from insect injury, diseases, and other defects, except those necessarily caused in the operation of packing." A tolerance of ten per cent. of all defects is permitted. Apples will be considered uniform in size if they do not vary more than one-half inch in diameter.

In the case of Illinois Number One apples the requirements are much the same as for Fancy except that they are to be "of fair color for the variety", and the total tolerance is twenty per cent.

Illinois Commercial apples will be hand picked of one variety, free from defects except such as do not materially deform, disfigure or discolor the fruit. The total tolerance is twenty per cent.

According to the law, "Private Brand grades shall consist of all apples not conforming to the foregoing classification."

The law provides that there shall appear on the outside of a closed package containing apples, the name and address of the packer, true name of variety, grade of apples and the minimum size or the numerical count of the apples in the package. There may be additional marks or brands. It is a provision of the act that it shall not apply to apples packed and branded in accordance with the Federal law of August 3, 1912.

The enforcement of the act is placed with the State Department of Agriculture.

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The last Massachusetts Legislature passed a law, which became effective March 1, establishing standards for boxes and half boxes for farm produce sold at wholesale. The new law provides that the standard box shall contain 2150.42 cubic inches and that its inside dimensions shall be 17.5 x 17.5 x 7.625 inches. The standard half boxes shall contain 1075.21 cubic inches and shall be approximately 12.37 x 12.37 x 7.625 inches. The law also provides that boxes shall be plainly marked on at least one outer side, "Standard Box Farm Produce" or "Standard Half Box Farm Produce" as the case may be.

CONSTRUCTIVE WORK IN MARKETING IN PENNSYLVANIA

The work of the Pennsylvania Bureau of Markets, since its establishment in July, 1919, is summarized in an article by J. C. Gilbert, Acting Director of the Bureau, which appears in a recent issue of the Pennsylvania Farmer. Realizing the growing importance of the cooperative association movement, an investigation of the situation in Pennsylvania was made, and the results published in bulletin form. The public markets of the State were surveyed and the data obtained indicate faulty local distribution. The Bureau cooperated with the State College in making surveys of the apple and vegetable industries of the State. These surveys show the need of improved marketing methods.

Mr. Gilbert believes that the most outstanding feature of the work of the Bureau is its Market Reporting Service. From a central supervising office and eight branch offices, the State Bureau, in cooperation with the Federal Bureau of Markets, sends out daily reports of the movement, supply, demand, and current prices of the principal farm products from the important producing sections and the large consuming markets. The distribution of these market reports is made almost exclusively through the newspapers of the State which gives them a circulation of about three-quarters of a million each week. Special marketing information including embargo notices, cold storage reports, and other matter of interest to growers and handlers of farm products is also furnished the press.

In dealing with the cooperative movement, Mr. Gilbert is quoted as saying, "The purpose of the Bureau of Markets in this line of work is not to force cooperation upon the farmers nor even to urge them to unite, but to help them to choose the right methods in organizing." Assistance is given in reviewing the articles of incorporation and request for charter, in formulating by-laws, and in suggesting approved business methods, including an adequate accounting system. According to a provision in the State law, the Bureau receives and reviews the annual reports submitted by the several cooperative associations.

The Bureau assists the growers and shippers in their transportation problems such as car supply, arrangement of special schedules, icing services, etc. Shippers are advised regarding approved containers, and approved methods of packing and loading cars.

Tentative grades for apples have been submitted to the growers. To enforce the Apple Packing Law of 1917, the Bureau kept, during the apple shipping season of 1920-21, five inspectors in the field, and Mr. Gilbert states that as a result of this inspection service better returns in actual sales were received. In the near future, the State Bureau expects to hold hearings on grades for some of the principal farm products, notably potatoes and grains, after which grades will be promulgated.

In order to protect the buyer of original packages of farm products, work has been begun on the standardization of shipping packages. As soon as United States standards have been established for round-bottom bushel baskets, hampers, and splint market baskets, these containers, so far as applicable to Pennsylvania conditions, will be adopted as standards for that State.

E. W. Cole, Director of the Bureau of Markets, Austin, Tex., in an article published in the Monthly News Bulletin, of the Texas Department of Agriculture, makes a strong appeal to the shippers and growers of farm produce to eliminate waste in shipping and to reduce freight expenses by grading their products and by shipping only produce of higher standard of quality. He cites examples of the enormous loss in the State annually because of the undesirable and worthless shipments of cabbage, tomatoes, and peaches. This loss not only includes that of the produce, but the expenses of shipping and the demoralization of the markets caused by the dumping of an inferior quality of produce. Mr. Cole advises State inspection at shipping points as a means of bettering the present marketing conditions of perishables.

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T. M. Patterson, Agent in Marketing in Mississippi, has been investigating the butter marketing conditions in his State and in New Orleans, with the view of obtaining a more profitable market for Mississippi's creamery products. Upon interviewing some of the New Orleans wholesale dealers, he learned that New Orleans uses several million pounds of butter more a year than the Mississippi creameries produce. Ninety to ninety-five per cent. of the butter consumed in New Orleans is shipped from the far West.

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An article of interest to live stock shippers, which explains the various costs involved in shipping a carload of live stock, is contained in the May 21 issue of the Market News and Exchange Bulletin, the weekly publication of the Ohio Bureau of Markets and Marketing, Columbus, Ohio. Different kinds of live stock are shipped at different rates per hundred pounds, and at different minimum weights per car. A table showing these minimum weights, according to length of cars, is given in this article.

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"The Wool Box and Other Wool Marketing Helps" is the title of a bulletin just published by the Missouri State Board of Agriculture. This bulletin, which was prepared by D. C. Rogers, Agent in Marketing, and W. D. McKee, a farmer and sheep breeder in Missouri, specifically explains, with the aid of illustrations, how to construct a wool tying box, and also the methods of using it. The advantages of grading, classifying and pooling wool are likewise discussed.

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The New Hampshire marketing men, assisted by Theo. Wade, Investigator in Cooperative Organization for the Federal Bureau of Markets, held six meetings in the State last week which resulted in the formation of four egg circles.

The State Marketing Bureau, Jefferson City, Missouri, has had prepared one hundred models of wool-tying boxes which have been sent to county agents and vocational agricultural teachers in the State, with the idea that the attention of the farmers be directed to this method of tying fleeces. The vocational teachers have been requested to make the boxes and demonstrate wool-tying, by the use of the box, on the farms in the vicinity of each school. Each member of the agricultural classes living on a farm will be taught how to make the box and asked to give it a practical test at shearing time.

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During his stop at Boise, Idaho, G. C. Edler of the Hay, Feed and Seed Division of the Federal Bureau of Markets, will confer with Nelson J. Smith, Chief Hay Inspector of the State Department of Agriculture, relative to hay grades, and the shipping-point inspection service on hay which the State Department has inaugurated. Mr. Smith has sent samples of the Idaho hay grades to the Washington office of the Bureau to be studied in connection with the establishment of Federal grades.

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The Federal Bureau of Markets opened a branch office of Inspection of Food Products at Louisville, Ky., May 25. M. C. Gregory will be in charge of the office which is located in Room 521, U. S. Custom House and Post Office Building.

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Z. B. Wallin, Extension Agent in Marketing in Ohio, is in Washington this week conferring with officials of the Federal Bureau of Markets, relative to the marketing problems in Ohio.

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E. A. Foley, the London representative of the Federal Bureau of Markets, is on a field trip through Denmark, Norway, and Sweden for the purpose of collecting data relative to fruit markets and to marketing methods.

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The Michigan Legislature, at its last session, passed an agricultural statistics law which provides for the collection of annual crop acreage and live stock figures.

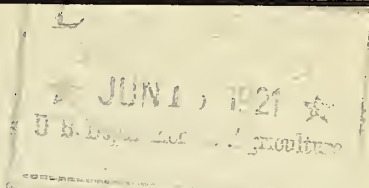
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LLOYD S. TENNY,
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES, GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS, AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE, BY THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 8, 1921.



Number 13.

ADDITIONAL DUTIES FOR THE NEW JERSEY BUREAU OF MARKETS

At the recent session of the New Jersey Legislature, the act under which the Bureau of Lands, Crops and Markets functions was amended and additional responsibilities placed upon this bureau. The amended act gives the bureau authority to collect and diffuse timely information relative to the seasonal supply, demand and prevailing prices of farm products, both at wholesale and retail; to report the movement of farm products through commercial channels; and in cooperation with the State Department of Health to report the quantities and conditions of farm products in common and cold storages. The bureau is also given authority to assist and advise in the organization and maintenance of public markets, both for wholesale and retail selling; to assist and advise in the organization and maintenance of producers' and consumers' cooperative selling and buying associations; to investigate the cost of distributing farm products; to investigate delays, embargoes, charges, rates, and practices in handling, transporting, and storing of farm supplies and farm products; and to establish and promulgate standards for the grading or classifying of farm products. Provision is made for the inspection of farm products and the issuing of certificates of grade which shall be accepted in any State court as prima facie evidence of the true grade. The fees resulting from inspections shall be turned into the State treasury and shall be appropriated for carrying out of the provisions of the act.

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The Idaho Department of Agriculture, Boise, Idaho, has issued a manual of the official grades for the standardization of Idaho farm products for 1921. These grades, which become effective July 3, 1921, are for cherries, peaches, Italian prunes, apples, potatoes, hay, alfalfa meal, wheat, alfalfa seed, and clover seed. Rules and regulations covering the bonded warehouse act of the State are also included in the manual.

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The General Assembly of Ohio has provided \$6,000 for marketing work in that State for the coming year. This is the same amount that has been appropriated for the past two years.

MONTANA'S BOX-APPLE LAW AMENDED

The Montana Box-Apple law was amended at the recent session of the State legislature. As the law now stands provision is made for four grades of apples to be packed in boxes, namely: "Extra Fancy", "Fancy", "C" grade, and "Orchard Run" grade.

"Extra Fancy" apples shall be sound, smooth, well formed, free from all insect pests, disease, blemishes, and physical injury. Apples of solid red varieties shall be at least seventy per cent of good red color, apples of striped varieties at least forty-five per cent red with yellow back-ground, and apples of red cheek or blush varieties shall be distinctly colored. Apples must be of sufficient size so that not more than 200 will be required to fill a box.

"Fancy" apples shall have the same physical requirements as "Extra Fancy", except that the apples that are slightly limb-rubbed or russeted may be included. The color percentages are: red varieties, thirty-five per cent red; and striped varieties, ten per cent red. Apples must be of sufficient size so that not more than 225 will be required to fill a box.

"C" grade apples shall be merchantable stock not included in either the "Extra Fancy" or "Fancy" grades, free from disease, insect pests, worms and physical injury, such as skin puncture and free from rot. The apples must be of sufficient size so that not more than 225 will be required to fill a box.

The "Orchard Run" grade consists of apples that are clean and free from disease and insect pests, ungraded as to size but not less than two inches in diameter.

According to the law, all apples not included in the above grades shall be plainly stamped and marked "culls."

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The South Dakota State Department of Marketing, Pierre, S. D., has been devoting considerable attention to the preparation of articles of incorporation, by-laws, contracts, and plans of operation for the co-operative marketing associations being formed throughout the State. Plans are being outlined with sufficient elasticity to meet the general requirements of the different communities and of specified commodities, and which can readily be adopted by almost any association to be formed in the State for the marketing of agricultural products.

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The Massachusetts Legislature at its recent session provided for an investigation regarding the bushel weights of fruits, vegetables and other commodities. The Commissioner of Labor and Industries, the Director of Standards, the Commissioner of Agriculture, and the Director of the Division of Markets were appointed as a joint committee to prepare recommendations for the establishment of a more satisfactory basis for the retail sale of fruits and vegetables.

RECOMMENDATIONS FOR MARKETING IN MAINE

The marketing committee appointed at the last annual meeting of the Maine Federation of Agricultural Associations recently met with other committees similarly appointed and recommended cooperation on the part of the Federation with the Maine Department of Agriculture, the Federal Bureau of Markets, and all other agencies interested in better marketing methods. The committee also recommended that attention be given to (1) the standardization of important farm products, (2) the advertising of Maine products, and (3) the improving of marketing procedure. It was suggested that particular attention be given the matter of establishing grade standards for hay. It was pointed out that inasmuch as there are already grades for potatoes and apples that the next logical step would be the establishment of shipping-point inspection for these commodities.

C. M. White, Chief of the Maine Division of Markets, was a member of the committee.

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Because of the benefits resulting from an Arkansas strawberry marketing report and crop forecast for 1921 which was issued jointly by Turner Wright, Agent in Marketing, and C. S. Bouton, State Statistician, the early part of April, a similar mimeographed report has been prepared for cantaloupes. A table is given showing the shipping point, acreage, variety, the number of cars expected, and the probable date that shipments will begin. A summarized statement of the carlot distribution of Arkansas cantaloupes during the 1920 season also is included in the report.

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George T. Willingmyre, Specialist in Marketing Wool, Federal Bureau of Markets, left Washington June 4, for a trip to Hettinger, N.D., Portland, Ore., Salt Lake City, Utah, and Denver, Colo., for the purpose of conferring with wool growers, handlers and buyers of wool regarding the practicability of using the tentative grades for wool devised by the Federal Bureau of Markets. At Hettinger, N. D., he will attend the annual meeting of the North and South Dakota Wool and Warehouse Association.

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In its campaign to establish grades for farm products, the Wisconsin Division of Markets, Madison, Wis., has issued Bulletin No. 10, entitled, "Standard Grades for Strawberries." The grades given are those tentatively recommended by the Federal Bureau of Markets. In suggesting these grades the Wisconsin Division of Markets has requested growers and shippers to use them with the thought of passing upon their practicability as the official grades for that State.

CALIFORNIA CHANGES FROM MARKET COMMISSION TO DIVISION OF MARKETS

The Political Code of the State of California was amended at the recent session of the legislature so as to have the Department of Agriculture take over a large amount of work which has been conducted by various boards and commissions. The Department will have as its executive officer a Director of Agriculture who will be appointed by the Governor and receive a salary of \$5,000. The work of the Department will be organized into at least five divisions, namely: plant industry, animal industry, agricultural chemistry, weights and measures, and markets. Each division will have a chief with a salary of \$4,000, except the division of markets, in which case the salary of the chief is placed at \$5,000. A provision of the act transfers the work formerly conducted by the State Market Director and the State Market Commission to this Department.

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The Missouri State Marketing Bureau, Jefferson City, Mo., is arranging to furnish wool graders free of cost to the local and regional pools in that State. The bureau intends to supervise the grading work with the view of promoting the adoption of uniform standards. Assistance also will be given wool pools in the matter of advising managers as to the approved practices for handling wool at time of grading and in the warehouses. Present indications are that there will be regional pools at St. Louis, Hannibal, and St. Joseph. It is estimated that there will be a minimum of one-half million pounds of wool in each pool.

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J. B. Chaney, recently appointed by the Federal Bureau of Markets as Research Agent in Marketing with headquarters at Columbia University, New York City, has been collecting data regarding the marketing activities of the several cranberry associations. Mr. Chaney resigns June 15, to accept a position with the Cooperative Apple Growers' Association at Wenatchee, Washington.

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R. C. Potts, Specialist in Marketing Dairy Products, Federal Bureau of Markets, is in the Middle West studying the marketing of dairy and poultry products. He will confer with officers of dairy products marketing associations at St. Paul and Minneapolis, Minn., and Milwaukee and Madison, Wis.

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Market news reporting stations probably will be opened by the Federal Bureau of Markets at the following points on the dates indicated: Hempstead, Tex., watermelons, July 5; Phoenix, Ariz., cantaloupes, July 5, Sulphur Springs, Tex., watermelons, July 11.

F. B. Wilkinson, Investigator in Warehousing, Federal Bureau of Markets, is on a field trip in Pennsylvania, Wisconsin, Indiana, and Ohio, for the purpose of investigating the methods used in inspecting, sampling, and grading tobacco and for the further purpose of making a survey of the warehousing practices and facilities. Warehousing and tobacco standardization work in connection with the United States Warehouse Act will be discussed with State officials, farmers and warehousemen in these States.

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A committee, composed of Assistant Secretary Ball, Dr. H. C. Taylor, Dr. W. A. Taylor, Dr. John R. Mohler and L. M. Estabrook, has been appointed in the United States Department of Agriculture to consider the economics of the agricultural situation and to bring together such data as may be available relative to the various factors affecting agriculture, and to recommend such action as may be taken to improve conditions.

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E. J. Murphy of the Grain Division of the Federal Bureau of Markets, left Washington last week for a three week's trip through the Middle West to confer with Bureau representatives and members of the grain trade relative to the application of the Federal grain standards. His itinerary calls for stops at Chicago, Milwaukee, Duluth, Minneapolis, Omaha, Kansas City, St. Louis, Indianapolis, Toledo, and Buffalo.

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State marketing officials from West Virginia, Virginia, Maryland, and Pennsylvania, and representative fruit growers and railroad officials from the fruit-producing sections of these States met at Hagerstown, Md., June 1, and discussed the more important problems in connection with the marketing of the 1921 fruit crop. The Federal Bureau of Markets was represented at this conference by W. A. Sherman, Specialist in Charge, Fruit and Vegetable Division.

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Ralph Loomis, Extension Agent in Marketing in Missouri, is expected in the Washington office this week to confer with officials of the Federal Bureau of Markets regarding the marketing problems arising in Missouri.

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The Oklahoma Market Commission will be unable to carry on all the contemplated work for the coming year, owing to the failure of the State Legislature to provide a sufficient appropriation.

A Department of Agriculture has been created in Ohio to take over the work of the Board of Agriculture, the Secretary of Agriculture, the Agricultural Advisory Board and all the activities of these organization units. The office of head of the Bureau of Markets and Marketing has been abolished and the work formerly conducted by this official has been transferred to the new Department of Agriculture, the divisions of which are, animal industry, fish and game, foods and dairies, plant industry, and state fair.

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Robert Bier of the Fruit and Vegetable Division of the Federal Bureau of Markets, left Washington June 6, for a trip across Pennsylvania, New Jersey, and New York for the purpose of making investigations relative to the establishment of grades for tomatoes, lettuce, celery, and asparagus. Mr. Bier will interview State marketing officials and leading growers and arrange for practical demonstrational and investigational work at points within these States.

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Asher Hobson has been appointed by the Federal Bureau of Markets as Assistant in Marketing Investigations with headquarters at Columbia University, New York City, to supervise the investigations being made of the losses on food products in warehouses, storage houses, terminal markets and in the hands of jobbers and retailers. Mr. Hobson's appointment becomes effective July 1.

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T. M. Patterson, Agent in Marketing in Mississippi, met with the members of the State Creamerymen's Association May 25. At this meeting it was decided to form a state marketing association with an agent in New Orleans to assist in the marketing of dairy products.

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"Standard Grades for White Potatoes" is the title of Circular No. 35 recently issued by the New Jersey State Department of Agriculture, Trenton, N. J. Grades for New Jersey white potatoes, as defined in this circular, correspond to those recommended by the Federal Bureau of Markets.

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The Federal market news service on fruits and vegetables conducted at Omaha, Neb., will be discontinued June 30 because of inadequate appropriations.

LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES, GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS, AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE, BY THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 15, 1921.

Number 14.

THE 1921 NORTH CAROLINA STRAWBERRY DEAL

Gorrell Shumaker, Agent in Marketing, Raleigh, N. C., in charge of the temporary market news reporting station on strawberries at Chadburn, has prepared a summary of the 1921 North Carolina strawberry deal. The statement shows that the season was a short and unusually early one, the first carlot shipments being made on April 5 as compared with April 26 in 1920, April 21 in 1919, and April 8 in 1918. The season which was practically ended by April 30 as the result of the freeze on April 11, opened with a good demand and very satisfactory prices, although not so high as in 1920. The prices paid the shippers ranged from \$4 to \$12 per 32-quart crate. During the reporting period, 437 cars of strawberries were shipped from the State, the majority of which were sent to the New York City market. The tabulated report of the primary destination of the carlot shipments shows that Connecticut received 3 cars; District of Columbia, 10; Maryland, 9; Massachusetts, 20; New York, 246; New Jersey, 25; Pennsylvania, 98; Virginia, 22; and Vermont, 1. This season's total will be only a little greater than that of last year when 446 cars were shipped, and less than that of 1919 and 1918 when 484 and 585 cars respectively were shipped.

Considerable improvement was made by the growers of the State in the manner of packing the 1921 crop. Mr. Shumaker believes that in 1922 there will be a greatly increased acreage of berries, as large quantities of plants were set this spring and plans are being made to put out more during July and August. The unsatisfactory prices for cotton and tobacco probably have something to do with the return to the strawberry industry.

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The act creating the Pennsylvania Bureau of Markets was amended at the recent session of the legislature in respect to the disposition of fees collected because of the issuing of certificates of grade or classification. Heretofore these fees have been covered into the State treasury where they have been subject to legislative appropriation. Henceforth they will be set apart as a separate fund to be known as the "Bureau of Markets Fund", and the moneys will be available for the purpose of assisting with the expense and maintenance of the bureau.

SUGGESTIONS FROM WISCONSIN FOR IMPROVEMENT OF MARKETING METHODS

In an article in the Wisconsin Market News Letter, Madison, Wis., for June 2, expression is given to the opinion that only through the establishment of methods whereby goods will pass through free and open channels of trade can there be a reduction in the cost of marketing food products and can the elimination of wastes, monopolistic tendencies and unfair practices be accomplished.

The Wisconsin Division of Markets recommends a few fundamental changes as being necessary to bring about a better system in the wholesale marketing of food. First, that all wholesale dealers should be located at central terminals where adequate storage facilities would be available. This, it is contended, would eliminate the excessive cartage expense and undue exposure of the goods. Second, that the standardization of the practices and methods of the wholesale food trade should be perfected. Uniform grades and containers and uniform contracts and understandings should be established. Complete market information should be made available to producers, wholesalers, retailers and consumers.

To accomplish the establishment of a more efficient basis for the wholesale food trade requires the cooperation of producers, dealers, consumers and State and Federal governments, because the problems involved concern both interstate and intrastate commerce.

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A course in cotton classing and grading will be given during the summer session of the College of Agriculture, University of Arkansas, Fayetteville. The official cotton standards of the United States Department of Agriculture will be used. The course will consist of lectures, reference study and practice in classing and stapling. Market reports, statistics, and other information relative to cotton grading, classing, and selling will be available to students.

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The College of Agriculture of the University of Nebraska, Lincoln, Nebr., is preparing to give a short course for elevator managers, June 13 to 24. The course will include instruction in elevator accounting, practical work in grain grading, and lectures on different present-day marketing topics. The grain grading will be conducted in accordance with the grades and the testing equipment recommended by the Federal Bureau of Markets.

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The Panola County Farm Bureau in Mississippi is making plans to employ a marketing agent after July 1, who, in cooperation with the county agent, will handle the marketing problems of that county.

PLANS FOR MARKETING MISSISSIPPI SIRUP

T. M. Patterson, Agent in Marketing, Agricultural College, Miss., and J. Ed. Ruff, District Agent, are calling a meeting at Hattiesburg, Miss., June 15, of the sirup growers, railroad traffic men and merchants, in order to discuss the problems of marketing sirup. The production of a more uniform grade of sirup and the expansion of the sirup market are the topics that will be given the most serious consideration. The expansion of the market and success of cooperative selling will depend largely upon the ability to produce a sirup of greater uniformity as to density, color, and quality. It is expected that a standard container will be adopted for the entire State at this meeting.

From a recent survey of the retail stores in Mississippi, it was found that seventy-five per cent of the sirup sold in the towns and cities was not home-produced but had been shipped from a distance of from 100 to 1,000 miles. The merchants expressed their willingness to purchase home-produced sirup providing it is standardized and packed to meet the requirements of the trade.

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The City Market Report, published weekly by the State Bureau of Markets, Trenton, N. J., in cooperation with various women's organizations, contains, in the June 7 issue, information of interest and value to housewives regarding new potatoes, green peas, strawberries and red raspberries. The following is an example of the type of information given: "Red raspberries are now in season. The housewife who is contemplating buying red raspberries in quantity should make preparations to obtain her supply within the next week or ten days. With favorable weather conditions a fair crop will be harvested and growers in southern New Jersey are expected to do the heaviest of their shipping during the week beginning the thirteenth of June and the northern growers about a week later."

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The New York City office of the New York Division of Foods and Markets, 90 West Broadway, is now issuing a daily market report for fruits and vegetables from nearby producing sections. The prices quoted in this report represent sales made by farmers at the public markets to merchants and original receivers up to eight o'clock in the morning.

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"Cooperative Associations" is the title of Bulletin No. 109, just issued by the Bureau of Markets and Marketing, Lincoln, Nebr. This bulletin gives a survey of the cooperative associations in Nebraska for the year 1920, based upon 485 of the answers received from questionnaires sent to managers of 740 cooperative associations of the State.

NEW MARKETING LAWS FOR OHIO

The Ohio Legislature at its regular session for 1921 passed several laws bearing upon marketing problems. Among the new acts is one amending the cooperative law of the State; another, changing the length of time live stock may be detained in railroad cars without food and water from 24 to 28 hours; another, defining ice cream of different kinds and providing for the licensing of ice-cream plants by the Secretary of Agriculture; another, providing for the registration of all bakeries by the Secretary of Agriculture, providing that bread shall be sold in units of six, ten, or twenty-four ounces or multiples of one pound, and providing that each loaf shall bear a label giving the net weight and the name and address of maker; another, amending the law relative to the weights and measures of different commodities. The last mentioned act supplements the standard container act passed in 1919.

The law dealing with cooperative marketing contains several interesting provisions. It is provided that farmers, stock raisers, dairy-men, fruit or truck growers may act together in associations, "any law of Ohio to the contrary notwithstanding," provided, however, that such cooperation is for the mutual benefit of the producers, that the associations formed recognize the principle of "one man, one vote" and that not more than eight per cent interest is paid on capital. Associations formed under this act come under the supervision of the Public Utilities Commission which has authority to hold hearings and issue orders in the case of efforts to restrain trade or lessen competition. Associations coming under the act are required to pay \$100 into the State treasury to the credit of the public utilities fund and to pay annually thereafter such sum, but not exceeding \$100, as the Public Utilities Commission may find necessary to pay the expenses of hearings.

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The departments of agriculture in Washington and Idaho are arranging with the Federal Bureau of Markets for assistance in the matter of their shipping-point inspection services. It is proposed to try to coordinate the State inspections with the Federal food products inspection service in the central markets. F. S. Kinsey, who has been Food Products Inspector at Pittsburgh, Pa., left June 14 for Boise, Idaho, where he will represent the Federal Bureau as a Supervising Inspector. His duties will be to advise with officials of the State Department of Agriculture and assist them in developing their inspection service so that it and the Federal service will supplement each other. Mr. Kinsey will spend part of his time in the State of Washington conducting similar work.

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John D. Willard, formerly Agent in Marketing in Massachusetts, and now Extension Director, Massachusetts Agricultural College, has contributed to the June issue of the Atlantic Monthly an article entitled, "How about the Farmer? A Commentary on 'Special Privilege.'"

FLORIDA CUCUMBER GROWERS REWARDED FOR GRADING

By the adoption of the tentative grades for cucumbers as proposed by the Federal Bureau of Markets, a Florida truck growers' association demonstrated, during the past season, the value of packing and selling according to grade. This association used the tentative grades as a basis for their "Fancy" and "Choice" packs. Furthermore, an inspection service by the Federal Bureau of Markets was conducted for the purpose of studying the practical value of these grades in actual marketing operations. The association established a central packing house where all the cucumbers of the members were graded, packed, and inspected. Every car shipped by the association contained stock that was approximately four per cent within the grade requirements. At the same time inspections made of cars loaded by independent shippers showed that the pack was below the Federal standards. The differences in prices paid for graded and ungraded stock in bushel hampers, may be noted from the following:

No. 1, association pack, \$2.42; No. 1, street or farm pack, \$1.75;
No. 2, association pack, \$1.85; No. 2, street or farm pack, \$0.92;
No. 3, association pack, \$0.92. No straight cars of No. 3 cucumbers were loaded from the street as such cucumbers had been included in their No. 1 and No. 2 grades.

An important fact in connection with this experiment was that repeat orders came to the association. In one case a Canadian buyer purchased four additional cars following the arrival of a first car. Practically throughout the marketing season the association manager had his loadings sold from one to three days ahead.

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W. C. Andreas, Chief of the Bureau of Markets and Marketing, Lincoln, Nebr., advises that he is receiving through the State University the radio market reports sent out daily by the Federal Bureau of Markets, and that he is furnishing this information to the newspapers for distribution. He states that owing to the increasing interest in radio news it is planned to organize the State into three districts in order to facilitate the distribution of the information released by the Federal Bureau.

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Frank Robotka, Extension Agent in Marketing, Ames, Iowa, reports that at a recent district conference of live-stock shipping associations, the managers, officers, and members attending voted to hold such conferences periodically in order to discuss the problems which arise in the marketing of live stock.

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L. S. Tenny went to Wilmington, Del., June 11, to confer with milk producers regarding the establishment of a cooperative marketing association.

IMPORTANT WORK TO BE UNDERTAKEN COOPERATIVELY IN CALIFORNIA

The California State Department of Agriculture and the Federal Bureau of Markets have entered into an agreement for conducting, on a cooperative basis, standardization and crop estimating work in California. The purpose of the standardization work is to bring about an improvement in the use of existing standards and to establish additional standards for fruits and vegetables, as well as to coordinate the shipping-point inspection established in California with the food products inspection now being conducted by the Federal Bureau in central markets.

The object of the cooperative work relating to crop estimating will be to coordinate the State and Federal services and to develop intensively the crop and live-stock service for the special benefit of the people of California and the general benefit of all interested in the agricultural industry.

An organization consisting of eight specialists and technical men is being formed to conduct the work. While the headquarters for this work will be at Sacramento, branch offices will be opened and maintained in various parts of the State.

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A series of articles on marketing topics by H. C. Filley, Agent in Marketing, Lincoln, Nebr., appeared in recent issues of the Nebraska Farm Bureau Review. The subjects of these articles are as follows: "What is Cooperation?"; "Pools - Past and Present"; "Pooling American Wheat"; and "The U. S. Grain Growers."

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R. H. Elsworth, Specialist in Market Extension, Federal Bureau of Markets, leaves Washington June 16 on a field trip to Blacksburg, Va., and Knoxville, Tenn., in order to study the extension methods being employed by the Colleges of Agriculture in these two States and also to study the work of the Agents in Marketing.

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Because of limited funds, the Fruit and Vegetable Division of the Federal Bureau of Markets will be unable to operate a field reporting station at Elizabeth City, N. C., this season in connection with the News Service on potatoes, as was announced in the No. 11 issue of this publication.

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LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations

MARKETING ACTIVITIES

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June 22, 1921.

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PROVISION MADE FOR MARKETING WORK IN CONNECTICUT

At the recent session of the Connecticut Legislature provision was made for the establishment of a Marketing Bureau. According to the act, the State Board of Agriculture is authorized "to investigate marketing conditions, to establish and maintain standard grades, classification and State brands for farm and horticultural crops, to obtain and dispense information concerning marketing, prices, supply and demand." Provision is also made that the State Board of Agriculture, in cooperation with the Connecticut Agricultural College, "may prepare and publish bulletins containing information concerning the cost of production of any or all farm products." It may also "prepare and disseminate information concerning the supply and demand for any or all farm products and their movement through commercial channels and the quantity and condition of such products in cold storage."

Any person, firm or corporation who is not a producer, and is engaged in the marketing or selling of farm or horticultural products on a wholesale or commission basis shall file on the first days of January and July, each year, with the Board of Agriculture, a report of the quantity of any such product held in commercial storage in the State.

The Board is authorized to establish from time to time "standards of packages, classifications, grades and brands that may be used by producers and distributors of such products, and such standards shall, so far as possible, be identical with similar standards established under authority of the Congress of the United States."

No funds were appropriated by the legislature for carrying into effect the provisions of this act.

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During the past eleven months, F. L. Harkey, Agent in Marketing, Clemson College, S. C., prepared the following articles on various phases of marketing for the South Carolina press: "Handling and Loading of Watermelons," "Better Marketing of Sweet Potatoes," "Cooperative Live Stock Shipments," "Irish Potato Grading and Loading," "Cucumber Grading and Packing," "Grading and Preparation of Corn for Market," "The Grading and Handling of Tomatoes," "Tentative Grades for Peanuts," "Marketing Hogs Cooperatively," "Shipping Live Stock," "Sweet Potato Grading, Handling and Loading."

NEBRASKA LEGISLATURE ENACTS MARKETING LAWS

Among the bills introduced and passed at the 1921 session of the Nebraska Legislature there are six which are of interest to marketing men.

House Roll No. 8 provides for the prevention of waste and destruction of food stuff and makes it unlawful to hold any article of food for the purpose of controlling prices.

House Roll No. 24 provides that every loaf of bread offered for sale in the State shall weigh one-half pound, one pound, one and one-half pounds, or some multiple of one pound.

House Roll No. 201 provides for standard weights and measures.

House Roll No. 303 provides for the sale and distribution of agricultural seeds.

House Roll No. 574 provides for the incorporation of cooperative associations. According to its provisions any number of persons, not less than fourteen, or any number of cooperative associations, not less than five, may form an organization. The name of every such association shall include the word "cooperative." Furthermore, no firm or association shall use this word unless incorporated under this act. The law provides that no person shall own more than four per cent of the capital stock of a cooperative association, that dividends on capital stock shall not exceed ten per cent, that the net profits of the company shall be distributed as a patronage dividend, and that whenever the number of individual stockholders shall be less than twenty-five the company shall be dissolved.

Senate File No. 114 provides for the licensing of warehouses on the farm for the storage of grains. Licenses are to be issued by the County Clerk at a cost of twenty-five cents. Warehouse receipts issued on the basis of farm products in licensed warehouses may be assigned, transferred or pledged.

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At a recent meeting of lettuce growers in the Rye section in Colorado, W. F. Heppe, Extension Agent in Marketing, Denver, Colo., discussed the elements of cooperative marketing, with particular emphasis upon the factors essential to the success of a cooperative marketing association. The marketing of mountain head-lettuce presents many difficulties because of the high altitude at which it must be raised in order to insure proper "heading." The problem of transporting the produce from an elevation of 7800 or 8000 feet to the shipping point is one to which the growers must give careful attention. The short season and the heavy shrinkage, which is estimated to amount to as much as 25 per cent, are also questions involved in outlining an adequate marketing plan. In order to give more careful consideration to these problems, a committee was appointed by the growers present to investigate the probable acreage of lettuce, the methods of production, the movement as the season advances, and the attitude of the growers toward pooling and cooperative selling.

An agreement has been entered into between the Bureau of Markets of the Pennsylvania Department of Agriculture, Harrisburg, Pa., and the Federal Bureau of Markets and Crop Estimates, effective July 1, 1921, whereby an investigation will be made of the grading and marketing of tobacco in the State of Pennsylvania and the adjoining States for the purpose of establishing tentative grades for the principal types of tobacco grown in Pennsylvania. This investigation will be conducted in order to bring about a proper correlation between such grades and the tentative grades that may be formulated in other States so as to result in a single system of comparable market grades for all of the principal types of American-grown tobacco. The Federal Bureau of Markets and Crop Estimates will pay the salary of the Specialist who will be in charge of this work and the expenses will be paid by the Pennsylvania Bureau of Markets.

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Marketing and buying farm produce and supplies cooperatively in Mississippi during the past two years has resulted in an estimated saving to the farmers of that State of almost \$1,157,000, according to a statement contained in the report of the work of the Market Department of the Extension Division of the Agricultural College of Mississippi for the biennial period ending June 30, 1921. In this report, which was prepared by T. M. Patterson, Agent in Marketing, Agricultural College, Miss., are listed the following items of farm produce and supplies bought on the cooperative plan: hogs, cattle, sheep, corn, feeds, fertilizer, lime, white potatoes, seeds, oats, fruit trees, spraying materials, hog-cholera serum, and miscellaneous articles. Among the farm products sold by the farmers cooperatively were: hogs, cattle, sheep, poultry and eggs, sirup, white potatoes, sweet potatoes, corn, hay, wool, tobacco, peas, beans, lespedeza, seed, cotton, and miscellaneous articles.

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L. H. Lewis, Extension Agent in Marketing, Clemson College, S.C., has given sixty-five demonstrations during the present fiscal year in the grading, loading, bedding and shipping of live stock. Fifteen of the demonstrations were in connection with fifteen carloads of hogs, six were with sheep, and forty-four with cattle. During the two weeks ending March 19 the cooperative sales of hogs and cattle amounted to a total of \$45,045 with an estimated saving of \$2,460 because of the use of approved practices.

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The Arkansas Legislature, during its recent session, appropriated \$49,400 for the maintenance of the State Warehouse and Marketing Bureau for the biennial period commencing July 1, 1921. An appropriation of \$25,000 was also made for the State Bureau of Crop Estimates for the same period.

The recent State legislature in Arkansas passed a law to regulate the selling or offering for sale of agricultural seeds, and providing for inspection and analysis of the same. According to the act, every lot of agricultural seed when in bulk, packages, or containers of ten pounds or more, shall have fixed thereto a printed tag or label showing the common name of such seed, name of the State where the seed was grown, the approximate percentage by weight of purity, approximate total of percentage by weight of weed seed, the name of every kind of weed or bulblet, the approximate percentage of germination of such agricultural seeds, together with the full name and address of the vendor of such seeds. Provision is also made for the inspection, sampling and testing of the seeds.

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The Oklahoma Agricultural and Mechanical College, Stillwater, Okla., is planning to introduce a course next fall in Cooperative Accounting, using the accounting systems recommended by the Federal Bureau of Markets. The course will be complementary to the courses now given in Cooperation and the Marketing of Farm Products.

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Judge B. A. Pyrke has been appointed by the Council of Farms and Markets of New York State to fill the newly created position of Commissioner of Farms and Markets. Judge Pyrke, who will be the chief executive of the Department of Farms and Markets, will have his headquarters at Albany, N. Y.

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Joseph Passonneau, formerly Director of the Office of Farm Markets, Pullman, Wash., is now connected with the Preliminary Committee on Cooperative Burley Tobacco Marketing as Organization Manager. The headquarters are in Louisville, Ky.

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The Massachusetts Legislature at its recent session passed a law providing for cooperation with the United States Department of Agriculture in the collection and publication of agricultural statistics.

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Market news reporting stations probably will be opened by the Federal Bureau of Markets at the following points on the dates indicated: Mt. Vernon, Tex., peaches, July 1; Macon Ga., watermelons, July 11.

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ALFRED S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

STATE AND FEDERAL MARKETING ACTIVITIES

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The State Marketing Bureau, Jefferson City, Mo., recently purchased a wireless telegraph outfit for the purpose of receiving market news for the use of the farmers of the State. This outfit was used at the market-news field station on strawberries at Monett, Mo., during the last two weeks of May and the first week of June. Since the closing of that station the radio outfit has been installed in Jefferson City where the Government market reports are being received daily from the St. Louis office and distributed to the local newspapers and to the Associated Press. The State Marketing Bureau is completing plans whereby farmers in every county of the State will be able to secure up-to-the-minute market news.

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The lantern slides relating to marketing in the community service collection, College of Agriculture, Knoxville, Tenn., are being listed preparatory to the issuing of a catalogue for the use of those in the rural sections. A commodity classification has been adopted for listing the slides. This community service work, which is under the supervision of Miss Elizabeth Moreland, provides for loaning to rural workers books, bulletins, clippings, photographs, lantern slides, and motion pictures.

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According to a recent report of the Extension Director for the State of Washington, mole skins are being marketed cooperatively in Thurston County. One order for fifty skins has been filled by the members of the county club and several other orders are awaiting completion.

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* Is STATE AND FEDERAL MARKETING ACTIVITIES of any *
* value to you? Do you wish to continue to receive it? *
* See accompanying letter. *
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A. L. Jerdan, Marketing Specialist, College of Agriculture, Knoxville, Tenn., recently assisted the county agricultural agent and about a score of farmers in Humphreys County to collectively market ninety-one sacks of wool. Mr. Jerdan graded the wool into six lots according to freedom from burs. The lot with the fewest burs brought 19-1/4 cents a pound at shipping point and the lot with the most burs, 9 cents. The farmers who produced the wool were present during the grading and gained much information from the marketing specialist about different types of wool, approved methods of preparing the product for market, and current market demands. From an educational standpoint this field work resulted in the demonstration of two vital principles, first, that clean wool is worth more than burry wool and, second, that it is more profitable to act collectively in many marketing matters than as individuals. This particular lot of wool was sold to a Tennessee manufacturer to be made into blankets.

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"Grading and Marketing Wisconsin Cabbage" is the title of Bulletin No. 11 just issued by the Wisconsin Division of Markets, Madison, Wis. This bulletin consists of two parts, the first part outlining the grades for cabbage that have been established by the Division of Markets, and explaining to growers and dealers how the grading work is to be carried out. A shipping-point inspection service on cabbage is being planned by the Division and these grades, which are based on the tentative grades proposed by the Federal Bureau of Markets, will be used this fall in carrying on the work. The second part of the bulletin gives a few facts regarding the cabbage industry in the State, with special reference to the season of 1920-21.

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F. L. Harkey, Agent in Marketing, Clemson College, S. C., states that this season tomatoes will move from South Carolina in car lots for the first time. An association for selling this new commercial crop is being formed and plans are being made to put a superior quality of tomatoes on the markets by means of grading and packing at a central shipping point. Mr. Harkey has advised the tomato growers to grade their product according to the tentative grades for fresh tomatoes recommended by the Federal Bureau of Markets.

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A list of the Farmers' Bulletins of the U. S. Department of Agriculture, of interest to live stock growers has been compiled by the Extension Division of the College of Agriculture of the University of Arkansas, Fayetteville, and published in connection with a recent issue of their Live Stock News Letter. The bulletins are grouped according to the classification of live stock.

The Bureau of Markets, Trenton, N. J., is issuing a market letter on Tuesday, Wednesday, Thursday and Friday of each week, covering the New York City market up to six o'clock in the morning for New Jersey perishables. B. W. Sherburne, Market Reporter for the New Jersey Bureau of Markets, arrives at the New York City market about three o'clock and stays there until six-thirty or seven. Upon his return to the office in Trenton he has the report of the New Jersey perishables for that morning completed. This information is then distributed by wire and mailed to newspapers, county agents and those at shipping points. This New York City report is being forwarded daily to Philadelphia to the representative of the Federal Bureau of Markets.

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Gustav P. Warber has been appointed Agricultural Economist by the Virginia Polytechnic Institute at Blacksburg, Va. Mr. Warber, a graduate from the University of Minnesota with the degrees of B.S. and M.A., was connected with the Federal Bureau of Markets from July, 1914, to April, 1920, most of the time serving as Assistant in Marketing Dairy Products. During this time he prepared the following Department Bulletins for publication: "A Study of Prices and Quality of Creamery Butter," and "The Market Milk Business of Detroit, Michigan, in 1915." In his new position as Agricultural Economist, Mr. Warber will be engaged in teaching and in research and extension work, devoting a large portion of his time to marketing problems.

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The Extension Division of Clemson Agricultural College, Clemson College, S. C., is distributing posters relative to surplus cattle which must be disposed of before January 1, 1922, when the stock law becomes effective. The poster states that South Carolina needs most of this stock and calls attention to this opportunity of securing breeder, feeder, grazer, and butcher cattle and the desirability of retaining at least the best of the surplus stock within the State.

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The Massachusetts Division of Markets, Boston, Mass., has made plans for a city market reporting service in Worcester and Springfield, for five months, ending December 1, 1921. The report will be practically the same as the Boston report, covering the wholesale market five days a week. As soon as possible a report will be issued once a month covering the retail market.

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Market-news reporting stations probably will be opened by the Federal Bureau of Markets at the following points on the dates indicated: Turlock, Calif., cantaloupes, July 20; Kennett, Mo., watermelons, July 25.

Owing to the readjustment of the cooperative relations between the Federal Bureau of Markets and the several States, the appointments of the following cooperative employees will be terminated not later than July 1, 1921: W. F. Allewelt, Research Agent in Marketing, Fort Collins, Colo.; Ellis Monroe, Extension Agent in Marketing, Storrs, Conn.; Frank Robotka, Extension Agent in Marketing, Ames, Iowa; A. G. Hamilton, Extension Agent in Marketing, Baton Rouge, La.; R. J. McFall, Extension Agent in Marketing and A. E. Cance, Research Agent in Marketing, Amherst, Mass.; W. C. Cribbs, Extension Agent in Marketing, East Lansing, Mich.; T. M. Patterson, Field Agent in Marketing, J. F. McKay, Field Agent in Truck Crop Marketing, and A. G. Spinks, Extension Agent in Marketing, Agricultural College, Miss.; R. W. Smith, Agent in Marketing, Concord, N. H.; T. D. Phillips, Agent in Marketing, Columbus, Ohio; Paul Mehl, Agent in Marketing, Corvallis, Ore.; F. L. Harkey, Agent in Marketing and L. H. Lewis, Extension Agent in Marketing, Clemson College, S. C.; L. G. Mulholland, Agent in Marketing, Montpelier, Vt.

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C. E. Allred of the Department of Agricultural Economics of the College of Agriculture, Knoxville, Tenn., is directing a study of the curb market and the enclosed market at Knoxville. This market is one of the oldest and best established in the Southern States, but there is considerable sentiment for various proposed changes. The purpose of the study is to determine present conditions and to make suggestions for their improvement.

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The Massachusetts Division of Markets, Boston, Mass., is conducting a study, under the direction of W. A. Schoenfeld, of the cost of marketing the Connecticut Valley onion crop. Mr. Schoenfeld, who was formerly Assistant Director of Extension in Tennessee, has been taking graduate work in business administration and economics in Harvard University during the past year. The Massachusetts Division also hopes to make a study of the marketing of Massachusetts apples.

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C. W. Kitchen of the Fruit and Vegetable Division of the Federal Bureau of Markets went to Jacksonville, Fla., this week, for the purpose of conferring with L. M. Rhodes, Commissioner of the State Marketing Bureau, regarding a cooperative market-news service on fruits and vegetables for the State of Florida.

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LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

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July 6, 1921

No. 17

CHANGE IN BUREAU CHIEFS

George Livingston, the second Chief of the Bureau of Markets, tendered his resignation on June 8, to become effective June 30. Mr. Livingston joined the staff of the bureau in 1915 as Specialist in Grain Marketing. Later he became head of the Grain Division, and on the resignation of Charles J. Brand as Chief of the Bureau of Markets in 1919, Mr. Livingston became Acting Chief, and later Chief.

The Secretary of Agriculture has asked Mr. Livingston to remain temporarily in an advisory capacity to assist in bringing about certain reorganizations that are under consideration.

Dr. H. C. Taylor has been appointed as the new Chief of the Bureau of Markets and Crop Estimates. He is a native of Iowa and a graduate of the Iowa State Agricultural College. In 1902 he received the degree of Ph.D. from the University of Wisconsin. He was Professor of Agricultural Economics at the University of Wisconsin when in 1919 he was asked to become Chief of the Office of Farm Management and Farm Economics, which position he has since held.

It is expected that under the leadership of Dr. Taylor the work in economics of the entire Department of Agriculture will be correlated.

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Ralph Loomis, Assistant Professor of Marketing, College of Agriculture, Columbia, Missouri, was at the Washington office of the Bureau of Markets and Crop Estimates the last ten days of June assisting in the preparation of a manuscript dealing with the marketing of live stock. Mr. Loomis goes to Chicago in a few days to help devise a uniform system of accounting for live stock shipping associations.

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Asher Hobson, Specialist in Food Marketing Studies, School of Business, Columbia University, is at the Washington office of the Federal Bureau of Markets and Crop Estimates, completing a study of the marketing of cranberries which was made largely by a student in Columbia University.

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The Missouri State Marketing Bureau at Jefferson City, will co-operate with the Federal Bureau of Markets this season in operating a

market-news reporting station on watermelons at Kennett and other points in the watermelon districts of southeastern Missouri.

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NEW YORK COLD STORAGE LAW AMENDED

The New York State Legislature at its recent session amended the law in relation to cold storage so as to include ice cream among the commodities designated as food and to bring temporary storage places under the provisions of the law. A temporary storage place is defined as any establishment or structure artificially cooled to or below a temperature of forty-five degrees above zero Fahrenheit in which food is stored for periods less than thirty days. The amended law requires that permits be obtained for the operation of temporary storage places and the food stored in such temporary storage places be marked with the day, month, and year in which received for storage. The law also provides that cold storage food be plainly marked with the name and location of the warehouse where stored, also the words "cold storage" and the dates when stored and when removed from storage. Provision is made for monthly reports from storage houses as to the quantity and kind of all articles of food being held in cold storage awaiting shipment to any foreign country.

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EXTENSION WORK IN MARKETING IN CONNECTICUT

The Extension Division of the Connecticut Agricultural College, Storrs, Conn., is arranging a comprehensive program for marketing work for the fiscal year beginning July 1. Work will be conducted along five lines, namely, local market reporting, organization of cooperative purchasing associations, installation of accounting systems for cooperative associations, marketing eggs, and assistance in solving local milk-marketing problems. The reporting service will cover a number of the larger Connecticut cities and in addition include a study of national marketing conditions, with special reports on important commodities. The milk-marketing work contemplates assistance in the forming of cooperative milk plants and marketing associations when conditions warrant.

The staff for conducting this work consists of I. G. Davis, Professor of Agricultural Economics; W. H. Darrow, Extension Agent in Fruit Work; Ellis Monroe, Specialist in Marketing, and two market reporters.

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The Extension Division of the Missouri College of Agriculture, Columbia, Mo., in planning marketing work for the current year decided to stress two lines of work. One of these will be the rendering of assistance in the formation of live-stock shipping associations, cooperative grain elevators, and cooperative warehouse associations. The other line of work will be that of encouraging the adoption of efficient business methods by the cooperative associations in the State. Two men are assigned to this work, Ralph Loomis, Extension Assistant Professor of Marketing, and John P. Sheay, Extension Specialist in Marketing.

LANTERN SLIDES RELATIVE TO MARKETING

Four of the lantern-slide sets prepared by the Editorial Division of the States Relations Service, United States Department of Agriculture, for the use of extension workers contain slides illustrating marketing methods and practices. The titles of the sets and the subjects treated by each are as follows:

"The Peanut, Its Culture and Uses," illustrating planting, cultivation, harvesting and marketing. 50 slides. (Series 13)

"The Production of Clean Milk" illustrating the care, handling, testing, housing and marketing of milk. 49 slides. (Series 18)

"Soy Beans," illustrating preparation of soil, planting, care, harvesting, thrashing, marketing and use. 50 slides. (Series 35)

"Winter Wheat Production," illustrating growing, handling, and marketing of wheat. 62 slides. (Series 103)

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EXPENDITURES FOR EXTENSION WORK IN MARKETING

The Extension Divisions in the forty-eight States increased the funds being used for marketing work from less than three thousand dollars for the year ending June 30, 1915, to nearly a half million dollars for the year ending June 30, 1921. The amounts for the several years, ending with June 30, are as follows: 1915, \$2,298.60; 1916, \$20,493.57; 1917, \$50,237.47; 1918, \$104,268.49; 1919, \$16,927.62; 1920, \$149,041; and 1921, \$449,640. The five States making the largest expenditures for marketing work during the last fiscal year are as follows: Texas, \$145,550; South Carolina, \$45,600; North Carolina, \$40,010; Mississippi, \$21,470; Arkansas, \$20,920.

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At a meeting of delegates from the cooperative organizations in Maine, held in Augusta, June 24, definite action was taken to incorporate the Maine Farmers' Exchange which is to be a central purchasing organization. The stock will be owned by cooperative farm associations. At least one local from each county is taking an active part as a member of the central exchange. The campaign for educating the cooperatives preparatory to the perfecting of the exchange was carried on under the direction of the Maine Division of Markets.

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C. A. Norcross, Nevada College of Agriculture, Reno, Nev., has tendered his resignation effective June 30, as Director of Agricultural Extension, to become Marketing Specialist. Mr. Norcross has been studying economic and marketing problems for a number of years. He feels that the great problems before Nevada farmers today are largely economic and that the solving of some of these problems is of vital importance.

NEW COOPERATIVE LAW IN WASHINGTON

Among the laws enacted at the recent session of the Washington legislature was the "Cooperative Marketing Act." This act provides for the formation of non-profit cooperative associations with or without capital stock, and for the supervision of such associations by the Director of Agriculture.

Five or more persons engaged in the production of agricultural products may organize to engage in any activity in connection with the marketing or selling of such products, or with the harvesting, preserving, drying, processing, canning, packing, storing, handling, shipping or utilization of the same, or the manufacture or marketing of the by-products thereof, or in connection with the manufacturing, selling or supplying to its members of machinery, equipment or supplies, or in the financing of the above-enumerated activities. A properly formed association is given power to act as the agent of its members; also to purchase or otherwise acquire, and to hold, own, and exercise all rights of ownership in farm products; and to sell, transfer, or pledge shares of the capital stock or bonds of any corporation engaged in any related activity; also to establish reserves and to invest in bonds; and to buy, hold and exercise all privileges of ownership over such real and personal property as may be necessary for conducting the business of the association.

An association formed under the cooperative law may admit as members only persons engaged in the production of agricultural products and it cannot handle products for non-members. Provision is made for marketing contracts, requiring members to sell or deliver their products to the association for any period of time not over ten years, and fixing as liquidating damages specific sums to be paid upon the breach of any of the conditions of the contract and giving the association the right to an injunction or a decree of specific performance.

Provision is made for the issuing of common and preferred stock, the latter with or without the right of vote. However, neither member nor stockholder shall be entitled to more than one vote. Provision may be made to redeem or retire either common or preferred stock or both.

The Director of Agriculture of the state is charged with the supervision of associations formed under this law. Producers contemplating forming an association are directed to communicate with the Director who will advise with and assist them, and associations shall not commence business until the forms of their marketing contracts shall have been approved by the Director. One or more of the directors of the cooperative associations shall be appointed by the Director of Agriculture. Each association shall file with the Director of Agriculture an annual report giving detailed information relative to the business done and the financial status of the organization. Duplicate copies of all contracts and agreements shall be filed in the office of the Director of Agriculture.

If the Director of Agriculture shall find that any association is operating in violation of law or is insolvent, he may request the appointment of a receiver.

CONSTRUCTIVE MARKETING WORK IN OREGON

Hector Macpherson, Director, Bureau of Organization and Markets, Corvallis, Oregon, in his report for the year ending June 30, 1921, records the rendering of assistance in the marketing of grain, eggs, dairy products, wool and mohair, fruit, hay, and peppermint oil. Among the cooperative organizations to which assistance of one kind or another was given were, the Pacific Cooperative Poultry Producers, the Oregon Dairymen's Cooperative League, the Oregon Wool and Mohair Growers' Cooperative Association, the Oregon Growers' Cooperative Association, the Oregon Hay Growers' Cooperative Association, the Willamette Valley Peppermint Growers' Association, and the Oregon Cooperative Council. The latter organization was formed for the purpose of reviewing the plans of proposed state-wide cooperative marketing associations and bringing such proposed associations into close relationship with existing organizations with a view to assisting one another in working out common problems, such as educating members, lowering the cost of transportation, and protecting the cooperative movement from exploitation.

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The State Bureau of Markets of New Jersey and the State Division of Foods and Markets of New York are drawing upon the Federal Bureau of Markets and Crop Estimates for assistance in standardization work. Robert Bier, Investigator in Marketing, of the Federal Bureau, was at Bridgeton, N. J., last week assisting Douglas S. Dilts of the New Jersey Bureau with standardization work on onions. Mr. Bier also assisted H. D. Phillips of the New York Division and the county agent of Orange County relative to comprehensive plans for grading the onion output of Orange County. This week Mr. Bier is at Swedesboro, N. J., assisting Mr. Dilts in trying out suggested tomato grades. The results obtained with the grades in actual use are to be noted for the purpose of learning whether they are suitable to meet the needs of New Jersey growers. Arrangements are being made for inspection of the loaded cars before shipment that there may be exact information as to the quality of produce going to market.

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Charles L. Robinson, Supervisor, Horticultural Division, State Department of Agriculture, Olympia, Washington, has returned to his headquarters after a month spent in the Chicago office of the Food Products Inspection Service of the Federal Bureau of Markets and Crop Estimates. Mr. Robinson was engaged upon an intensive study of inspection methods for fruits and vegetables that he might be better prepared for developing the shipping-point inspection service being conducted by the Washington State Department of Agriculture.

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The legislature of Utah at its recent session amended the laws of the state so as to create a State Board of Agriculture of seven members and also to create the office of Commissioner of Agriculture. The Commissioner of Agriculture is to be appointed by the Governor for a term of four years with a salary of \$4,000 per annum. The work heretofore conducted by the state live stock commission, the crops and pests commission, the dairy and food commissions, and the state inspector of apiaries, is transferred to the new State Board and the Commissioner of Agriculture.

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F. L. Harkey, Agent in Marketing, Clemson College, S. C., has rendered assistance during the past fiscal year in the formation of five cooperative marketing associations. Three of the organizations were of more than local importance. They were the South Carolina Tobacco Association with 500 members, the South Carolina Sweet Potato Association, and the Carolina Melon and Produce Exchange which handled around 100 cars of watermelons. The other associations formed were the Denmark Produce Exchange, and the Williston Tomato Growers' Association.

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William F. Allewelt, formerly Research Agent in Marketing in Colorado, became Director of the Colorado Division of Marketing on July 1, the date when the new Division came into existence. This Division has an annual appropriation of \$10,000. One of the first matters to which Mr. Allewelt is giving his attention is that of establishing a shipping-point inspection service for the twenty-five thousand carloads of fruits and vegetables forwarded to market each season from that state.

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Turner Wright, Little Rock, Arkansas, George R. Boomer, Lincoln, Nebraska, and Z. B. Wallin, Columbus, Ohio, who have been joint marketing agents for the agricultural colleges and the United States Department of Agriculture, have severed their connections with the Federal Department but will continue the marketing work in their respective states.

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W. A. Schoenfeld, of the Massachusetts Division of Markets, called at the Washington office of the Bureau of Markets and Crop Estimates last week in connection with an economic study of the marketing of Connecticut Valley onions which he is making. It is expected that the results of this study will be of practical help to the onion growers.

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On July 1, the Bureau of Markets and the Bureau of Crop Estimates of the United States Department of Agriculture were consolidated in accordance with an Act passed during the last session of the Sixty-sixth Congress. The new Bureau thus formed is to be known as the Bureau of Markets and Crop Estimates.

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LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 13, 1921.

C. Trolinger
Main Library

Number 18.

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* DIRECTOR OF THE BUDGET ASKS FOR A RESERVE *
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In response to the suggestions of the Director of the Budget, relative to reducing Federal expenditures, the program of work of the Department of Agriculture is being revised with the purpose of setting up a reserve fund to represent a saving out of the appropriations for the current fiscal year. Because of this new policy tentative plans for several lines of work, which it was proposed to carry on in cooperation with State agencies, will have to be modified if not abandoned. As soon as the new program is completed the Division of Cooperative Relations of the Federal Bureau of Markets and Crop Estimates will take up with the various State agencies concerned such matters as may require further consideration.

A course in cotton grading and stapling is being given as a feature of the summer session of the State College of Agriculture, Raleigh, N. C. The course consists of one hour a day of lecture work and three and one-half hours of actual grading and stapling. Samples from ten thousand bales of cotton are available for this work. One hundred samples are set out for each day's work and each student is expected to pass upon these samples, recording his opinions upon a tally sheet, which is later examined and errors in grade or staple pointed out. A full set of copies of the official cotton standards, including those for white, tinged, stained, and yellow and blue cotton are used in this work. The course continues until July 27.

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The county agent section of the South Carolina Extension Division in 1920 assisted in establishing thirty-six cotton warehouses in six counties, and nearly a dozen sweet potato houses in four counties. The county agents also assisted with the formation of cooperative purchasing and marketing associations in five counties. A careful estimate places the value of the products bought and sold cooperatively at more than five and one-half millions of dollars and the savings to the cooperators at \$162,000.

RESEARCH WORK IN MARKETING IN IOWA

An intensive State-wide study of cooperative live stock shipping associations in Iowa was conducted during 1920 by Dr. E. G. Nourse, Chief, Agricultural Economics Section of the Iowa State College of Agriculture and Mechanic Arts, Ames, Iowa. The investigations revealed the existence of 647 cooperative live stock shipping associations. Definite data were obtained from a large number of these organizations, which information is the basis of an Experiment Station Bulletin due from the printers this month, entitled, "Cooperative Live Stock Shipping in Iowa in 1920." From the material collected a second bulletin is being prepared, which will be published by the Extension Division under the title, "Suggestions for the Organization and Operation of Cooperative Live Stock Shipping Associations."

Dr. Nourse and his assistants have now started upon a study of the farmers' elevators of the State. It is supposed that there are over seven hundred such organizations in operation and it is proposed to visit each of them for the purpose of obtaining information relative to organization and operations. It is expected that the material obtained will furnish the basis for one or two bulletins.

The study of cooperative stores started last year is being continued. The investigations to date indicate a larger number of stores than there were thought to be in the State, although the number of stores was somewhat reduced during the period of falling prices in the closing months of 1920.

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Leo Stuhr, Secretary, Nebraska Department of Agriculture, has been in Washington for the last few days meeting the division leaders of the Federal Bureau of Markets and Crop Estimates and discussing with them the possibility of furnishing a more intensive market-news service to the farmers of that State. Mr. Stuhr reports that the shipping of early potatoes is just starting in Nebraska and that the State Bureau of Markets and Marketing is preparing to give the potato producers assistance in the way of service on market news and shipping-point inspection. C. O. Sawyer, a successful county agent, has been added to the staff of the State Bureau as General Inspector. He will give first attention to the supervision of the twenty-five potato inspectors, particularly those working in sections producing early maturing stock.

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Z. B. Wallin, Marketing Specialist, College of Agriculture of the Ohio State University, Columbus, Ohio, is cooperating with the State Bureau of Markets and Marketing in conducting a series of conferences with managers and directors of grain elevators. These conferences consist of general discussions relative to qualifications and duties of officers, financing elevator business, speculation by local elevators, operation of U. S. Warehouse Act, and proposed methods of marketing grain.

HOG-SHIPPING SUGGESTIONS WIDELY DISTRIBUTED

The marketing agencies in a number of States are giving intensive circulation to the suggestions to shippers regarding the shipping of hogs in hot weather contained in a circular recently issued from the Chicago office of the Live Stock and Meats Division of the Federal Bureau of Markets and Crop Estimates. The suggestions are as follows:

1. Haul or drive hogs into shipping station in ample time to allow them to become rested and cool before loading.
2. Insist upon a clean car bedded with sand.
3. Wet down the bedding and interior of the car before loading.
4. Give only a light grain feeding before shipping. Heavy feed means more body heat generated.
5. Load not more than one hour before the train is to depart.
6. Load slowly and carefully. Avoid excitement and do not beat or bruise the animals.
7. Load not to exceed 16,000 pounds in a standard 36-foot car during warm weather.
8. Have the cars drenched at every available point immediately after the train stops.
9. Use ice bags suspended from the car roof whenever possible. Six bags to a car will suffice.
10. Report any inattention or neglect to your commission man immediately upon arrival.

The Marketing Bulletin of the State Marketing Bureau, Jefferson City, Mo., in publishing these ten suggestions followed them with the statement that a report made by western shippers who used bags of ice when shipping their hogs in 1920 showed that but fifteen hogs died out of 150 shipments, although some of these shipments were from distant points. This is an average of but one hog to each ten shipments.

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Montford Hull, Sweet Potato Specialist, State University Extension Division, Baton Rouge, La., upon the completion of a tour of the principal sweet potato producing sections of Louisiana, reports that the 1921 sweet potato crop promises to exceed the 1920 crop by 25 per cent and the five-year average by 100 per cent. The reduction in cotton acreage and the campaign for diversification are given as among the causes for the increased acreage. A larger number of sections than ever before are preparing to take care of the coming crop by means of storage houses.

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A short course in cotton standardization work is being given at the Oklahoma Agricultural and Mechanical College, Stillwater, Okla. The course is in charge of John K. Wood, Specialist in Cotton Marketing, Federal Bureau of Markets and Crop Estimates, who is demonstrating the official cotton standards and giving information concerning the relative value of the different grades.

INCREASED DUTIES FOR MINNESOTA DEPARTMENT OF AGRICULTURE

The Minnesota Legislature at its last session amended the law creating a State Department of Agriculture in charge of a Commissioner of Agriculture. As the law now stands the Commissioner is appointed by the Governor for a term of four years. His salary is fixed at \$4,000 per annum. He is particularly charged with the duty of investigating conditions effecting the marketing of farm products, assisting producers and consumers in the organization and management of cooperative enterprises and assisting in the establishment of local markets. The Commissioner is given authority to collect information in regard to the agricultural products of the State, to provide for the grading and inspection of eggs, fruits, potatoes, vegetables and other farm products, except grain, hay, straw and live stock; to issue certificates showing grade, quality and condition of products inspected; to investigate conditions at market places and storage houses and to investigate transportation facilities; and to supervise marketing done through commission merchants.

The law provides for the licensing by the Commissioner of Agriculture of commission merchants and the requiring from them of a bond in a sum sufficient to protect customers. Any person damaged by breach of the conditions of a bond may sue both principal and surety. The Commissioner of Agriculture shall fix the amount of the bond and for cause may revoke licenses.

The Commissioner is authorized to receive complaints against parties dealing in or shipping farm products except grain, hay, straw, and live stock. He may require the attendance of witnesses and compel the production of records. He may cause to be instituted actions to secure the punishment of the guilty.

The law provides for cooperation between the State Department of Agriculture and the Department of Agriculture of the University of Minnesota. It gives to the State Department police and organization work and to the University the obtaining and disseminating of agricultural information and the conducting of agricultural research.

W. A. Schoenfeld, who was Field Agent in Marketing in Tennessee in 1916-17 and is now doing research work for the Massachusetts Division of Markets, recently made a study entitled, "Sweet Potato Consuming Capacities of Southern Cities." This study which was in the nature of a determination of a consumption index brought out a number of interesting facts. It indicated that while the increase in production of white potatoes since 1899 has been at about the same ratio as the increase in United States population, the increase in the production of sweet potatoes since 1914 has been at a much greater rate than the increase in population. Mr. Schoenfeld found a correlation in the Southern States between the probable per capita consumption of sweet potatoes and the percentage of the negro population to the total population. A formula is suggested for determining the sweet potato market potentiality for Southern cities.

THE NORTH DAKOTA COOPERATIVE LAW

The Cooperative Marketing Act passed at the recent session of the North Dakota Legislature provides that five or more persons engaged in the production of agricultural products may form a non-profit, cooperative association with or without capital stock. Associations formed under the act may engage in any activity connected with the marketing, selling, harvesting, preserving, drying, processing, canning, packing, storing, handling, or utilization of any agricultural products produced or delivered to it by its members. No association, however, shall handle the products of any non-member. The maximum life of an association is limited to fifty years.

Authority is given for the issuing of common and preferred stock, drawing not to exceed eight per cent interest. The amount of common stock that may be held by one person is limited to one-twentieth of the total. Neither member nor stockholder may have more than one vote. The association may provide for the purchase of its common stock at book value. Marketing contracts between the association and its members may be required for any number of years not exceeding five. Provision may be made for the payment of specific sums in connection with breach of contract. Persons or corporations attempting to induce members to break their marketing contracts or who maliciously spread false reports shall be guilty of a misdemeanor and subject to a fine and shall be liable in a civil suit in the sum of \$500.

"Upon demand of one-third of the entire board of directors any matter that has been approved or passed by the board must be referred to the entire membership for decision." Organizations formed under the act shall not be deemed combinations in restraint of trade. The word "cooperative" as part of a corporate name is forbidden to all corporations which are not in fact cooperative.

The by-laws of an association may provide that one or more directors may be appointed to represent the public on the board of directors. Annual reports are required of all associations.

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In the July 1 issue of the Florida For Sale, Want and Exchange Bulletin is detailed information regarding the crates, barrels and hampers used in the marketing of Florida fruits and vegetables. There is given in each case the names of the different containers, the commodities for which they are ordinarily used, the dimensions, capacity, and the average number of packages to a carload.

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The Marketing Bulletin of the State Market Commission, Oklahoma City, Okla., in its issue for June 20, gives detailed instructions for loading watermelons for carlot shipments. A table is included showing the number of melons required for carloads of melons of different sizes, for cars of different lengths, and for the different methods of loading.

MINNESOTA COLD STORAGE LAWS ARE AMENDED

The cold storage laws of Minnesota were amended by the Legislature at its last session. As the law now stands licenses from the Commissioner of Agriculture are necessary for the operation of cold storage plants or warehouses. The Commissioner is charged with the duty of inspecting all plants and the products being stored. He has authority to seize and condemn food that is unfit for human consumption and power to suspend or revoke licenses.

Every licensee is required to keep records regarding all food received for, and withdrawn from, storage. He is also required to make itemized monthly reports to the Commissioner.

The law provides that all food placed in storage shall be marked to show the date received and the date released from storage. Food cannot be held in cold storage longer than twelve months except upon written permission from the Commissioner. Food withdrawn from cold storage cannot be returned.

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"Missouri Farm Review, 1920" is the title of a report prepared by E. A. Logan, Agricultural Statistician, United States Department of Agriculture, and Jewell Mayes, Secretary, Missouri State Board of Agriculture. The report gives complete statistics for all the important farm products for all of the counties of the State. A portion of the report is given over to a discussion of "Missouri in the Fourteenth Federal Census." There are dot maps by counties for the more important farm products also graphs showing changes in quantities produced and in prices. The report closes with "Summaries of 1920 Monthly Crop Conditions," "Planting Time in Missouri," and "Harvest Time in Missouri." Taken as a whole, the report is a year book of Missouri agriculture for 1920.

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In response to a request from W. A. Munson, Chief, Massachusetts Division of Markets, Boston, H. W. Samson of the Federal Bureau of Markets and Crop Estimates, met last week with the executive committees of the Boston Market Gardeners' Association and the Massachusetts State Vegetable Growers' Association and explained the tentative program for national grades for fruits and vegetables. Mr. Samson in answering the questions of the growers gave them considerable information relative to the standardization practices of those growers whose products come into competition on the Boston market with Massachusetts-grown fruits and vegetables.

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F. L. Harkey, Field Agent in Marketing, Clemson Agricultural College, Clemson College, S. C., has started a campaign in behalf of the adoption of the national grades for cucumbers by the shippers of South Carolina.

The Marketing Bulletin of the State Market Commission, Oklahoma City, Okla., in its issue for June 20, announces a suspension of publication. The Oklahoma Legislature at its recent session failed to make an appropriation for the work of the State Market Commission and no appropriation is expected before the convening of the legislature in 1923. It is the hope of the President of the Commission, who is also President of the State Board of Agriculture, that a limited shipping-point inspection service may be conducted for fruits and vegetables that it may not be necessary for shippers to prepay freight on these products. It proposes to enlist the cooperation of shipping associations, railroads, and express companies in conducting this work.

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The Missouri Marketing Bulletin, published by the State Marketing Bureau, Jefferson City, Mo., in the issue dated July 2, gives prices, as of June 15, for cream, butter, eggs and chickens for eighty-six counties in the State. The averages of the county prices were: cream, 21 cents a pound; butter, 22 cents a pound; eggs, 15 cents a dozen; chickens, 17 cents a pound.

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Sam Greenwood, Wool Classifier with the Federal Bureau of Markets and Crop Estimates, recently responded to a request from the Virginia Division of Markets, Richmond, Va., and spent several days in that State assisting the Division officials with their wool marketing campaign.

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L. J. Taber has been recently appointed Director of the new Department of Agriculture in Ohio. He has already served the people of Ohio as Master of the State Grange, President of the Ohio Home Protective League, and as a member of the Wheat Price Committee and the Ohio Council of Defense. He was also a member of the National Wheat Price Committee.

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T. M. Patterson, State Marketing Agent, Agricultural College, Miss., is assisting the publicity committee of the Mississippi Agricultural and Mechanical College to formulate plans for the publication of the Mississippi Demonstrator which is soon to be issued by the Extension Division of the College.

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The Virginia Division of Markets, Richmond, Va., is being assisted in its work with the South-west Virginia Cooperative Exchange by Theo. Wade, Investigator in Cooperative Organization, Federal Bureau of Markets and Crop Estimates.

The Bureau of Markets of the Pennsylvania Department of Agriculture, Harrisburg, Pa., has formulated and issued "Rules and Regulations for the Investigation and Classification of Farm Products." These regulations became effective July 1, 1921, and provide for the inspection of lots of fruits, vegetables, and other farm products, and the issuing of certificates showing quality. This service is available from offices established in the following nine cities: Allentown, Erie, Harrisburg, Lancaster, Philadelphia, Pittsburg, Scranton, Wilkes-Barre, and York. In the six largest of the nine cities the Federal Food Products Inspection Service is available in addition to the State service, the two services being conducted cooperatively, Federal certificates being issued on interstate shipments and State certificates on intrastate shipments. The standards and procedure for inspection are the same regardless of the agency issuing the certificate. The costs of the inspections are also the same. Federal and State inspectors receive the same preliminary training and the same supervision.

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A temporary market-news reporting station on watermelons was opened July 6 at Hempstead, Tex. The following stations probably will be opened on the dates indicated: Caldwell, Idaho, potatoes, Aug. 3; Rocky Ford, Colo.; cantaloupes, Aug. 18. It has been decided not to operate the field station at Turlock, Calif., as previously announced. The Los Angeles office will serve the cantaloupe trade in the Turlock section when the crop begins to move.

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G. O. Gatlin, Assistant, Division of Cooperative Relations, is on a field trip which is taking him through Tennessee, Kentucky and Arkansas. His tentative itinerary provides for conferences with marketing men at Knoxville and Memphis, Tenn., Louisville and Lexington, Ky., and Little Rock, Ark.

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The office of the Extension Agent in Marketing in Colorado, which has been located in the Custom House in Denver, has been transferred to the State Agricultural College at Fort Collins, Colo. Waldo F. Heppe continues as Extension Agent in Marketing.

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Harry S. Maddox has been appointed Chief of the Division of Markets, State Department of Agriculture, Sacramento, Calif.

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LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

JUL 2 1921

July 20, 1921.

Number 19.

CROP REPORTING TAUGHT IN MICHIGAN SCHOOLS

V. H. Church, Agricultural Statistician, Lansing, Mich., is providing material to teachers of agriculture in the high schools of the State who wish to give courses in crop reporting. During the school year ending in June, 19 of the 65 schools giving courses in agriculture availed themselves of the cooperation of Mr. Church. Three hundred and ninety students were supplied with crop reporting schedules. Each student was asked to fill out blanks for two farms, i. e., the one on which he lived and one of his neighbor's. The completed schedules were tabulated in class and a composite schedule forwarded to the Agricultural Statistician who included it among those used in making the State report.

Most of the teachers gave lectures regarding the principles underlying crop reporting and some of them gave instruction in chart making. Two schools called upon the Agricultural Statistician for lectures upon crop reporting. Nine of the nineteen teachers acted as individual crop reporters. The students in three schools furnished the full quota of reports for the crop year, and the students in five schools furnished seven reports.

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The State Bureau of Markets, Harrisburg, Pa., is adding George A. Stuart, who has been Federal Grain Supervisor at Philadelphia, to its staff specialists. It is planned for Mr. Stuart to conduct a study of grain marketing in Pennsylvania and to make recommendations which will be the basis of future work by the State Bureau. Mr. Stuart is a native of Maine and was graduated from its State University. He has been in charge of the Federal grain supervision work in Philadelphia for nearly two years.

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"Why Build a Sweet Potato Storage House?" is the subject of a short article by M. Hull, Sweet Potato Specialist in the Extension Division of the Louisiana State University, Baton Rouge, La., which appears in the July 7 issue of the Press Bulletin, a weekly publication of that institution. Ten reasons why every farmer who grows sweet potatoes should have a storage house are set forth in this article.

MARKETING WORK IN COLORADO

The report of W. F. Heppe, Extension Agent in Marketing, Fort Collins, Colo., for the fiscal year ending June 30, 1921, consists of fifty-seven pages of typewritten matter, maps, and photographs. The cover page is a photostatic copy of a pen drawing specially prepared for this report. The maps indicate the points in the State at which work was done and the character of the work undertaken at each point. The photographs which are all large give visual evidence of the effectiveness of the field work.

Among the accomplishments of the past year the following are mentioned: 600 conferences on marketing matters; 20 extension meetings held with farmers; 20 places visited on investigational work; assistance given in organizing 3 potato-marketing associations, 1 vegetable-marketing association, 2 live-stock shipping associations and the federation of 4 potato-marketing associations. Assistance was given in the incorporation of 9 farmers' cooperative associations, and 4 live-stock shipping associations were provided with accounting systems. Daily reports were compiled on butter and cream prices and weekly reports on eggs. Telegraphic reports were supplied to out-of-state agencies on honey, peanuts, and wool. Mr. Heppe estimates that the savings to members because of the organization of the Colorado Vegetable Growers' Cooperative Association amounted to six thousand dollars during the 1920 shipping season, and the savings to all vegetable growers, thirty thousand dollars. A total of 173 cars of vegetables was shipped.

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The Division of Markets, Augusta, Me., is organizing a field force to provide shipping-point inspection to Maine potato growers. The potato grades recommended by the Federal Bureau of Markets and Crop Estimates have been adopted by the State Division, also the Federal method of procedure. The fees to be charged for the service are, \$4 per carlot and \$2.50 for less than carlots.

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The matter of training men for the work of grading and inspecting fruits and vegetables is being considered by the marketing division of Clemson Agricultural College, Clemson College, S. C. The managers of several of the cooperative shipping associations have indicated that the need for trained men as shipping-point inspectors is on the increase.

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Gorrell Shumaker, Assistant in Marketing Fruits and Vegetables, State College of Agriculture, Raleigh, N. C., is making a study of suggested grades for cucumbers, peaches, and cantaloupes with the purpose of bringing about next season the adoption of standard grades for these products.

PLANS FOR EXTENSION WORK IN MARKETING IN NEW MEXICO

The extension work in marketing planned by the New Mexico College of Agriculture for the coming year includes work directed toward the strengthening of the cooperative wool marketing organization, assisting in the formation of additional locals of the New Mexico Bean Growers' Association, the giving of assistance to the alfalfa hay growers in forming a marketing association, and advising the broom corn growers regarding the most practical form of organization for selling purposes. The tentative calendar provides for work upon wool marketing problems during March, April, May, July and August; work upon bean problems during June, July, August, September and October; alfalfa hay problems during November, December and January; and broom corn problems during August, September, February, March and April.

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A study of the cooperative stores in Iowa is being conducted by Dr. E. G. Nourse, Research Agent in Marketing, Ames, Iowa. Efforts are being made to obtain information as to the location of cooperative stores, forms of organization and management, lines of goods handled, volume of business done, and the profit or loss resulting therefrom. It is hoped to obtain for the current year detailed financial statements. A total of 83 cooperative stores have been identified. These seem to fall into three groups, namely, the Farmers' Union stores of the southern part of the State, a group in the northwestern part, which were organized chiefly under the auspices of the American Rochdale League, and a group of Equity stores in the northeastern part of the State. The largest number of stores found in any one county was seven.

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City Market News Letter is the name of a mimeographed circular being published periodically by J. H. Tull, Superintendent of Markets, Memphis, Tenn., in the interest of persons selling farm products on the city curb markets. This information sheet presents in a concise manner items of importance which need to be brought to the attention of the farmers. The advantages derived from grading the produce, from preparing it in an attractive manner, and the necessity of cleanliness are among some of the subjects which Mr. Tull has discussed in the News Letter.

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George Wicker, of the Minnesota Department of Agriculture, and Paul Miller, Extension Agent in Marketing, College of Agriculture, St. Paul, Minn., are conducting a study of elevator accounting in the Red River Valley with the purpose of making suggestions for the improvement and standardization of accounting practices for cooperative associations.

PRACTICAL SHORT-COURSES IN ACCOUNTING.

Schools of instruction and extension courses for the teaching of approved accounting practices were conducted during the school year just closed by the College of Agriculture of the University of Minnesota. Twelve two-day schools of instruction were held at various points in the State. These schools were conducted in two series. In the first series the instruction was in regard to pooling practices and accounting procedure and in the second series the instruction dealt with the classification of accounts. Nearly eighty potato warehouse managers took one or both courses. The success of the courses can be measured by the fact that fifty associations decided to use the accounting system devised for local cooperative potato-shipping organizations in its entirety and twenty-five associations decided to use the pooling forms and other forms which would supplement the accounting systems already installed.

Extension courses in accounting practices were given to students attending the dairy short courses. The students were handled in four groups, the first group of twenty being made up of creamery operators and managers. This course covered two weeks. The second group consisted of twelve ice-cream manufacturers who attended lectures for a week. The third group was made up of milk plant operators who were given lectures on accounting as related to the milk-plant business. The fourth group consisted of fifty-three creamery operators and managers who were just beginning the work. They devoted two hours a day for six weeks to creamery accounting.

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"Shipping Watermelons" is the title of circular No. 28, issued this month by the Extension Division of Clemson Agricultural College, Clemson College, S. C. F. L. Harkey, Agent in Marketing, who prepared the material for this circular, has treated the subject under the following headings: Harvesting melons for shipment; preparation of car before loading; loading melons in car; number of melons to car; why melons are rejected at market; and recommended grades for watermelons.

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The personnel of the State Market Commission of California has been reorganized with Harry S. Maddox as State Market Director and H. M. Hobson as Secretary of the Commission and Secretary of the State Fish Exchange. The office of the Commission is at 606 Underwood Building, 525 Market Street, San Francisco, California.

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Dr. P. F. Trowbridge, Director of the Experiment Station of the North Dakota Agricultural College, Agricultural College, N. D., has recently been placed in charge of the marketing work of that institution.

PLANS FOR EXTENSION WORK IN MARKETING IN IOWA

The extension program in marketing by the Iowa State College of Agriculture, Ames, Iowa, for the coming year includes work along six lines, as follows: (1) Accounting and market business practice, (2) marketing and cooperative education, (3) market news service, (4) co-operative organization, (5) market exchange, (6) fairs. The accounting work will be conducted largely during the winter months in cooperation with farmers' associations. The educational work, which will be carried on during the four winter months and the late summer, will consist of lectures and addresses at institutes, picnics and farmers' meetings. It is proposed to give intensive distribution to market news and to supply information relative to methods of procedure and methods of financing to groups of farmers desiring to form cooperative associations. The work at the fairs will consist of exhibits indicating different types of cooperative organizations and their relations to the farmer's business problems.

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An investigation of cooperative marketing organizations in Ohio which has been conducted by the State Bureau of Markets and Marketing, Columbus, Ohio, is nearing completion. The survey shows cooperative associations in the State as follows: Grain elevators, 342; stores, 58; fruit growers', 13; vegetable growers', 13; beekeepers', 17; dairy products, 57; county live stock shippers', 30; local live stock shippers', 26; elevators shipping live stock, 19; total, 575. Information was obtained in each case relative to type of organization, purpose of organization, amount of capital stock, if any, and cooperative features. The data collected are now being prepared in bulletin form.

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The Short Course for managers of elevators conducted recently by the College of Agriculture, Lincoln, Nebr., had an enrollment of nine. While instruction was given in both accounting and grain grading, the greater interest was in the latter subject. One manager who took the course discovered that he had been making an error of one pound in the bushel in his buying operations and another who had but barely broken even financially during the past year learned that he had been buying as No. 2, grain which would only grade No. 3. As a result of the course two sets of apparatus for testing grain were ordered. It is proposed to give the course again in November.

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W. L. Wanlass, Research Agent in Marketing, Logan, Utah, recently assisted in the reorganization of the Utah Poultry and Rabbit Products' Association and assisted the Utah Seed Growers' Association by drafting a constitution and by-laws.

MARKET NEWS FOR NEBRASKA FARMERS

Leo Stuhr, Secretary, Department of Agriculture, Lincoln, Nebr., is arranging through the State Bureau of Markets and Marketing to furnish the farmers of Nebraska an intensive market reporting service. He plans to have a drop from the Federal Bureau of Markets and Crop Estimates' leased wire at Omaha extended to the State Bureau. Reports regarding the movement of farm products to market, and prevailing prices in important market centers will be issued daily.

A cooperative market news service for Nebraska potato growers was started at Kearney on July 18 by the State and Federal Marketing Bureaus. As soon as early potatoes have been moved out of the Kearney district, the market reporter will move his headquarters to Alliance and continue the issuing of daily potato reports.

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The Washington State Department of Agriculture, Olympia, Wash., has prepared a sample contract between growers and the corporation which it recommends for use by newly formed cooperative organizations in the State. The contract complies with the requirements of the new cooperative law of the State and is intended primarily for associations handling fruit or vegetable crops of a more or less perishable character, the surplus of which may require processing or preservation in some manufactured form.

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The Wisconsin Division of Markets, Madison, Wis., is formulating plans for the issuing of daily market reports on the movement and prevailing prices of white potatoes. It is proposed, in cooperation with the Federal Bureau of Markets and Crop Estimates, to establish a field station at Waupaca, in the heart of the Wisconsin potato producing section, having leased wire connection with other producing sections and the more important central markets.

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The New Jersey standard grades for onions, established by the State Bureau of Markets, Trenton, N. Y., have been adopted by the Southern New Jersey Onion Growers' Association which has a membership of about thirty growers in Cumberland County. The Association expects to market one hundred carloads of onions this season.

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With the view of establishing standard grades for farm produce in South Carolina, F. L. Harkey, Field Agent in Marketing, Clemson Agricultural College, Clemson College, S. C., has submitted to the growers of the State for trial, the Federal tentative grades for tomatoes, lettuce, cucumbers and peaches.

A Committee on Price Statistics has been appointed in the Federal Department of Agriculture. The personnel of the Committee is as follows: Nat C. Murray, Chairman; Frank Andrews; Lewis B. Flohr; G. W. Forster; A. B. Genung; H. C. Marshall; Kemper Simpson; and W. F. Callander. Dr. G. F. Warren of Cornell University has been made a consulting member. The committee is charged with the task of developing a statistical division the facilities of which for collecting, summarizing, and interpreting agricultural data shall be available to the entire department.

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The State Bureau of Markets, Harrisburg, Pa., is holding formal hearings on the grades for white potatoes recommended by the Federal Bureau of Markets and Crop Estimates. The hearings are being conducted by N. U. Blanpied of the State Bureau at Harrisburg, York, Lancaster, Scranton, Wilkes-Barre and Erie. It is expected that the hearings will justify the promulgation of the grades as the official grades for Pennsylvania.

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G. B. Alguire, Assistant in Marketing Hay and Broom Corn, Federal Bureau of Markets and Crop Estimates, has started broom-corn market reports for the current season. He is now covering the territory around Ft. Worth, Tex. As the season advances he will move northward to cover the broom-corn sections around Lindsay, Okla., and Wichita, Kans. Intensive distribution for the reports is furnished by local agencies.

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J. H. Meek, Director, Division of Markets, Richmond, Va., in a recent newspaper article regarding the work of the Division with the wool producers of the State, made the following statement: "A number of local pools have been graded and the condition of the wool goes to show that where farmers have seen wool graded before they are taking better care of it."

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A permanent office of the Warehouse Division of the Federal Bureau of Markets and Crop Estimates has been established at Dallas, Tex., for the purpose of handling the applications for licenses being received from warehousemen in that part of the country. The office will be in charge of R. L. Newton, Investigator in Warehousing Cotton.

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"The Right Way to Ship Eggs" is the title of a circular recently issued by the Vermont Department of Agriculture, Montpelier, Vt. This circular was sent to egg shippers and also to managers of creameries. These latter were requested to post a copy on the creamery bulletin board.

The motion picture film entitled "Sweet Potatoes from Storehouse to Market" is nearly completed and several of the marketing agencies in the Southern States are negotiating for the purchase of copies for use by their field men. The film was prepared for the Federal Bureau of Markets and Crop Estimates. It is almost a thousand feet in length and in an interesting way tells the story of the approved methods for marketing sweet potatoes. Copies of the film may be obtained for about \$40.

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The Pennsylvania Bureau of Markets and the Federal Bureau of Markets and Crop Estimates are cooperating in a study of tobacco warehousing and standardization problems. The State officials are being assisted by F. B. Wilkinson, Investigator in Warehousing for the Federal Bureau, in investigating conditions in the Lancaster section.

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H. E. Erdman, Assistant Professor of Rural Organization, and Z. B. Wallin, Specialist in Marketing, Ohio State University, Columbus, Ohio, are arranging a marketing exhibit for the Ohio State Fair to be held the latter part of August. The tentative plans include a miniature train loaded with farm products.

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Hector Macpherson, Director, Bureau of Organization and Marketing, Corvallis, Ore., expects to spend part of the summer months in a study of the big cooperative organizations in the eastern part of the United States and possibly Canada. He proposes to gather material which may be used as the basis of a handbook on agricultural cooperation.

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L. S. Tenny, Assistant to the Chief, In Charge of the Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates, was in Columbus, Ohio, the first of the current week conferring with those interested in the development of a strong constructive program for marketing work in that State.

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The Virginia Division of Markets, Richmond, Va., has prepared a leaflet containing rates and valuable suggestions on shipments of live stock from various points in Virginia to Richmond and Roanoke, Va., Baltimore, Md., Lancaster, Pa., and Jersey City, N. J.

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R. H. ELSWORTH
Specialist in Market Extension,
Division of Cooperative Relations.

MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 27, 1921.

Number 20.

ADDITIONAL MEN FOR STATE COOPERATION

The staff of the Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates, has been increased by the appointment of Andrew W. McKay, Specialist in Marketing Sweet Potatoes, and John C. Gilbert, Specialist in Market Extension.

Mr. McKay is a graduate of the College of Agriculture of Cornell University. He was with the Federal Bureau of Plant Industry for six years in horticultural work, and with the Federal Bureau of Markets three years conducting investigations in the transportation and physical handling of perishable products. The principles of efficient refrigerator-car construction worked out as a result of the investigations conducted under his direction were adopted by the Railroad Administration as a basis for refrigerator cars for the railroads of the United States. Mr. McKay at different times has been associated with large commercial organizations shipping and marketing fruits and vegetables. His work will be to aid State officials and extension workers in connection with the handling and marketing of sweet potatoes, including grading and packing, the construction and equipment of storage houses, and educational work along these lines.

Mr. Gilbert, a native of Colorado, was graduated from the Oklahoma Agricultural College and subsequently took graduate work at the Iowa State College. In 1907 he was a scientific assistant in the Federal Bureau of Soils and in 1915 was appointed for investigational work in the Federal Bureau of Markets, later he was in charge of the Bureau's branch office in Boston. He resigned from the Bureau to go to Siberia with the Y. M. C. A. to study problems connected with agricultural production and food distribution. On his return from Siberia he developed the market reporting work of the Pennsylvania Bureau of

Markets and in May of 1920 was made Acting Director of the Pennsylvania Bureau, which position he held until his present appointment with the Federal Bureau. He will aid the Assistant to the Chief, in charge of the Division of Cooperative Relations, in handling the cooperative work carried on through the State bureaus and divisions of markets.

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Tolerances for variations from standard grades for Texas-grown peaches recently have been promulgated by the Commissioner of Agriculture, Austin, Tex.

EXTENSION WORK IN MARKETING IN MASSACHUSETTS.

R. J. McFall, Extension Specialist in Marketing, Massachusetts Agricultural College, Amherst, Mass., has issued a twenty-seven page report for the first half of the current calendar year. The report falls roughly into three parts, the first part sets forth the problems confronting the Extension Specialist, the second part deals with the present status of the marketing project by counties, and the third part is a consideration of a few of the more important marketing problems of the State.

Mr. McFall points out the necessity for the farmer to study his market. In his opinion the big problem is that of inducing farmers to join together for the purpose of studying their marketing opportunities and shaping their production activities accordingly. In reviewing the progress made to date each county is given separate consideration. Throughout the whole report, stress is laid upon "meeting market demands" and "catering to the very best demands of the market."

Among the topics given special consideration are, "Market News Service", "Cooperative Purchasing", and "A New England Association". Several pages are devoted to a discussion of the "New Developments Needed," which include the need for the establishment of "the beginnings of a system of demonstrational individual marketing enterprises."

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The nineteenth annual report of the Commissioner of Agriculture of the State of Maine, Augusta, Me., for the calendar year 1920, has been issued. The report includes an eight-page summary of the work of the State Division of Markets, of which C. M. White is Chief. Mr. White has prepared his report under the following headings: Farmers' Unions; Cooperative Milk Marketing; Sweet Corn Growers' Associations; Exhibits; Crop Reporting; Cooperation with the Federal Bureau of Markets; and Grain Grading.

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Texas growers and shippers, realizing the advantage of State supervision in the grading and loading of their products, are requesting assistance from the State Bureau of Markets, Austin, Tex., during the watermelon shipping season. It is estimated that 3,000 or more carloads of melons will move from the State this year. State inspection will be installed at most of the loading points in order to give shippers the desired service.

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H. C. Filley, Professor of Rural Economics, Nebraska College of Agriculture, Lincoln, Nebr., advises that during the past year that College has formulated rather definitely a policy upon marketing. Mr. Filley states that the plan is to limit the activities as nearly as possible to investigation and education.

DELAWARE PROVIDES FOR BUREAU OF MARKETS

The Delaware Legislature at its last session provided for the creation by the State Board of Agriculture of a Bureau of Markets and Marketing. According to the legislative act, the Bureau is charged with the duty of investigating the cost of production and marketing; the collection and dissemination of information concerning supply, demand, prevailing prices and commercial movements; and with the promotion and encouragement of associations for improving the relations and services among producers, distributors and consumers of food products.

The Bureau is given power to make rules and regulations for the grading, packing, storing, inspection and sale of all food products; to investigate the practices of commission merchants, to act as mediator in controversies; to act as market adviser for producers and distributors; to encourage the establishment of retail municipal markets; to develop direct dealing between producers and consumers; and to encourage the consumption of Delaware-grown products within the State.

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The report of the proceedings of the second annual meeting of the National Association of State Marketing Officials, Chicago, November 29 and 30, 1920, has been issued in printed form and is being distributed by the Secretary of the Association, W. A. Munson, 136 State House, Boston, Mass. In addition to the several formal addresses delivered and the minutes of the different sessions, the report contains the national marketing platform adopted by the Association. This platform is a "constructive program of activities, the energetic persecution of which is believed to be essential to the more efficient and economical distribution of foodstuffs in this country."

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The Utah State Board of Agriculture, Salt Lake City, Utah, has recently published and promulgated grades and standards for a number of the farm products grown in Utah. These grades and standards become effective sixty days from the date of their publication. As far as possible they conform to the standards already established by the Federal Bureau of Markets and Crop Estimates, and an effort will be made to obtain the cooperation of the Federal Bureau in the enforcement of the regulations.

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"Northwestern Apple Packing Houses" is the title of Farmers' Bulletin No. 1204 just published by the Federal Bureau of Markets and Crop Estimates. The bulletin deals with the details of construction, arrangement, equipment, and operation of boxed-apple packing houses and is based on a study of methods and practices which have given the greatest satisfaction in commercial operations.

COMPILATION OF IDAHO AGRICULTURAL STATISTICS.

"Idaho Agricultural Review" is the title given the May issue of the Idaho Crop Reporter. This issue consists of 48 pages of maps, graphs, statistical tables, and reading matter regarding agricultural development, conditions and possibilities in the State. The "Foreword" is a description of the existing system for collecting agricultural statistics. Among the headings in the bulletin are the following: "Agricultural Development of Ten Years"; "Idaho Ranks High in Production"; "Thirty Years Ago and Today"; and "Salient Features of Idaho Climate".

The more important crops such as hay, wheat, oats, barley, corn, rye, sugar-beets, potatoes, fruit, and livestock are covered in detail. The statistical tables for hay, wheat, barley and potatoes are for thirty-nine years; the table for corn, thirty years; the table for rye, twenty-nine years; and the table for oats, fifty-three years. Frost, precipitation, and temperature averages for fifty points in the State are given for periods including from nine to forty years.

The material for the "Review" was largely compiled by Julius H. Jacobson, Agricultural Statistician, Federal Bureau of Markets and Crop Estimates, Boise, Idaho. The publication was issued by the Idaho Department of Immigration, Labor, and Statistics, and the University of Idaho Extension Division cooperating.

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The June issue of the Alabama Markets Journal, published by the State Department of Agriculture, Montgomery, Ala., contains a table showing estimated watermelon acreage for the State by counties, also probable carlot shipments from each county. The total area given over to watermelons is placed at 6142 acres and the carlot shipments at over two thousand. Another table in the same issue gives freight rates on melons from eleven important shipping points to Cincinnati, Cleveland, Chicago, Detroit, Louisville, and St. Louis.

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The Bureau of Markets of the Texas State Department of Agriculture, Austin, Tex., has 81 commissioned State inspectors who are assisting the growers and shippers of the State in the approved methods of packing, grading and loading fruits and vegetables. Because of the increasing demand for this service, the State Bureau is contemplating the appointment of 25 or 30 additional inspectors.

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The State Marketing Bureau, Jefferson City, Mo., has arranged for a grain grading exhibit and demonstration at the Missouri Centennial State Fair to be held at Sedalia, August 8-20. Announcement is made that any farmer wishing to have his wheat graded should send a uniform sample to the headquarters of the State Board of Agriculture at the fair grounds.

RESEARCH WORK IN MARKETING IN MASSACHUSETTS

Dr. A. E. Cance, Professor of Agricultural Economics, Massachusetts Agricultural College, Amherst, Mass., during the past year conducted a study of onion distribution from the Connecticut Valley. This study, which started where a bulletin published in 1916 left the subject, laid special stress on the problems arising in connection with the marketing of the 1919 and 1920 crops. The material collected is now being put into form for publication.

A secondary study consisted of an effort to estimate the food supply produced in Massachusetts for the years 1909 and 1919 in terms of net calories, together with the food consumption of the State in the same terms.

A piece of work outlined by Dr. Cance for the coming year is a study of the balance of trade in farm products in certain representative cities and towns in Massachusetts. It is well known that every community in Massachusetts imports from various parts of the country and world a large percentage of the food consumed. It is the hope of Dr. Cance to analyze this commerce in a way to indicate whether or not it will be possible to produce more food locally or whether it is desirable to open up still other channels for the economical feeding of these communities.

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H. C. Filley, Professor of Rural Economics, University of Nebraska, Lincoln, Nebr., has completed an investigation of cooperative elevators and the manuscript for a bulletin on the subject is in the hands of the printer. Mr. Filley has also made a study of the cost of doing a credit business and the information collected is being put into manuscript form. Investigations for two new studies have been started. These are (1) the relation between the production and price of farm products, and (2) the marketing of hogs and factors which affect their price.

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In response from a request from Leo Stuhr, Secretary, State Department of Agriculture, Lincoln, Nebr., J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, is in Nebraska studying the possibilities of establishing a comprehensive system for distributing market news to the farmers of that State and assisting in the installation of an organization that will function to bring about the desired ends.

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N. J. Holmberg, Commissioner of the Minnesota Department of Agriculture, St. Paul, Minn., has recently issued bulletin No. 14 which contains a farm census and other agricultural statistics for the year 1920.

Z. B. Wallin, Marketing Specialist, College of Agriculture, Ohio State University, Columbus, Ohio, reports having held 130 meetings with an attendance of 7,500 during the year ending June 30 last. These meetings were mostly in counties where the county agricultural agent had asked for assistance with his educational work. A direct result of the meetings was the formation of live-stock shipping associations on a county-wide basis in ten counties, the formation of the Northern Ohio Potato Growers' Association, and the taking of preliminary steps in several counties for county associations of cooperative elevators. Summing up the work of the year, Mr. Wallin says, "In many communities the greatest need is to lead the community toward a self analysis of the economic forces in the community. When this is done and the requisites for successful marketing are clearly seen it will prevent the mistake which some communities make of holding up some panacea as a cure-all for the economic difficulties of agriculture."

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Porter R. Taylor, who has been in charge of the organization work of the Pennsylvania Bureau of Markets, Harrisburg, Pa., has been appointed Acting Chief of the Bureau to fill the vacancy caused by the resignation of J. C. Gilbert. Following graduation from the Michigan Agricultural College, Mr. Taylor directed the home fruit farm. Later he was connected with one of the large citrus organizations, conducting their dealers' service in Eastern cities. In April of 1917 he was employed by the Federal Bureau of Markets to make an intensive study of the problems involved in distributing and marketing in Providence, R. I. From this study he developed the local market reporting service which has since been adopted in cities in different parts of the country. Mr. Taylor proposes to further develop the reporting service of the Pennsylvania Bureau of Markets.

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The North Carolina Division of Markets, Raleigh, N. C., in the Weekly Price Report, publishes prices paid by merchants at seven North Carolina markets for corn, wheat, oats, white potatoes, sweet potatoes, butter, eggs, cheese, poultry, hogs, and country hams. New York, Chicago, Philadelphia, and Boston prices are given for cheese and butter, and New York and Chicago prices for eggs. Richmond and Baltimore prices are given for hogs and cattle, and Baltimore and Philadelphia prices for sheep and lambs.

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In response to a request from the State Bureau of Marketing, Jefferson City, Mo., W. A. Mueller, Assistant in Marketing Wool, Federal Bureau of Markets and Crop Estimates, is studying the methods being used in Missouri for the marketing of wool, with particular reference to the grading being done near the place of production.

The cotton grading and marketing project of the South Carolina Extension Division assisted in the establishment of twenty cotton graders in nineteen counties during the fall of 1920. These graders classed 82,700 bales of cotton and in addition interpreted market conditions to producers and demonstrated to them the importance of having accurate knowledge as to market value. They also pointed out the pecuniary advantage of the proper care of cotton by means of suitable storage facilities and the wisdom of selling in lots of even-running grades. Instances are recorded where producers received as much as \$30 a bale more for their cotton than would have been the case had not the services of a grader been available. It is reported that cotton prices in towns with graders are higher than those in towns without graders.

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E. F. McKune, formerly connected with the standardization and inspection work of the Federal Bureau of Markets has been appointed supervising inspector for the Colorado Division of Marketing. Mr. McKune will be in direct charge of the field work on standardization and inspection. It is proposed to establish grades for fruits and vegetables and to furnish shipping-point inspection on all carlot shipments of fruits and vegetables within the State. It is estimated that the standardization and inspection work of the Division will apply to not less than 25,000 carloads.

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H. W. Samson, Specialist in Standardization, Federal Bureau of Markets, is on a field trip which is taking him to Austin, Tex., Denver, Colo., Lincoln, Nebr., Chicago, Ill., and Cincinnati, Ohio. At several of the above-named points he will be in conference with the officials of state divisions of markets relative to uniform standards for fruits and vegetables and uniform standards for containers.

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H. A. Arenz, Food Products Inspector, Milwaukee, Wis., has been made a joint employee of the Wisconsin Division of Markets and the Federal Bureau of Markets and Crop Estimates. He will make inspections on intrastate shipments for the State and on interstate shipments for the Federal Bureau. He will also report the Milwaukee market for the news service of the State Division.

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A list of farmers' cooperative organizations in Alabama appears in the June issue of the Alabama Markets Journal, the monthly publication of the State Department of Agriculture, Montgomery, Ala. The list shows eighty-one organizations in forty counties.

Among the displays announced for the Missouri Centennial State Fair to be held at Sedalia, Mo., August 8-20, are the following exhibits illustrating various phases of marketing work: wool panels, United States refrigerator car, standard-container panels, model white-potato cellar, live-stock-and-meat transparencies, and radio receiving outfit. These exhibits are part of the large display representative of the work of the United States Department of Agriculture.

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Dr. J. L. Coulter, Dean, College of Agriculture, University of West Virginia, and L. A. Fitz, Professor of Milling Industries, State Agricultural College, Manhattan, Kansas, have been selected to make an investigation of the Federal wheat grades, as regards their applicability at country buying points, with a view to ascertaining where, if at all, the present standards do injustice to producers. Much of the work will be done in cooperation with the States of Minnesota and North and South Dakota.

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S. W. Doty, formerly Live-Stock Market Supervisor, in charge of the Chicago stock-yards office of the Federal Bureau of Markets, has accepted a position with the Ohio Federation of Farm Bureaus, Columbus, Ohio. He will assist in the development of plans for the more orderly marketing of Ohio-produced live stock.

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Dr. G. F. Warren, Professor of Agricultural Economics, Cornell University, has been asked by the Secretary of Agriculture of the United States to serve as Consulting Specialist to the Chief of the Federal Bureau of Markets and Crop Estimates during the period of the reorganization of the work of the Bureau.

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A feature of the Farmers' Short Course to be held at the College of Agriculture, Fayetteville, Ark., Aug. 16-19, will be an exhibit of market classes and grades of live stock.

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H. H. Schutz, State Statistician, Oklahoma City, Okla., has been in Washington preparing to make a statistical and economic study of the pink boll-worm situation in the Laguna district of Mexico.

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LLOYD S. TENNY
Assistant to the Chief,
In Charge, Division of Cooperative Relations.